|              |            |                       |       |            |               |           | SALEM COMMERCIA                         | AL AND INDU   | STRIAL SALE | ES THRU | MARCH 2    | 021           |          |   |
|--------------|------------|-----------------------|-------|------------|---------------|-----------|---|---------------|-------------|---------|------------|---------------|----------|---|
| Map No.      | Multi      | Address               |       |            |               |           | BUILDINGS                               |               | Land Size   |         | Sale       | Sale          | Sale/SF  | Remarks   |
|              | Parcel Sal | lo.                   | Zanad | Voor Built | Quality/Grade | Condition | Use                                     | SqFt or Units | Acre        | Sa Foot | Data       | Price         | or UNIT  |   |
|              | Parcei Sai | le                    | Zoned | rear built | Quality/Grade | Condition | Use                                     | Sqrt or Units | Acre        | Sq Foot | Date       | Price         | or UNII  |   |
| 159-10-6     | N          | 701 S College Ave     | CBD   | 1997       | Avg           | AA        | Medical Office                          | 3,817         | 0.344       | 15,000  | 3/12/2021  | \$ 575,000    | \$151    | Medical Office located across from Andrew Lewis middle School   |
| 200-2-1      | N          | 844 Union St          | нм    | 1967       | Avg           | Poor      | Warehouse                               | 22,310        | 1.39        | 60,636  | 3/12/2021  | \$ 290,000    | \$13     | Storage Warehouse-wood stove heat   |
| 126-4-1      | N          | 1395 W Main St        | HBD   | 1991       | Avg           | VG        | Bank                                    | 2,940         | 0.803       | 34 979  | 3/5/2021   | \$ 1,030,000  | \$350    | Bank located on W Main St in outparcel of former K-Mart shopping center   |
|              |            |                       |       |            |               |           |   |               |             |         |            |               |          |   |
| 146-1-3      | N          | 335 Roanoke Blvd      | RMF   | 1940       | Avg           | AA        | Converted House to Office               | 2,683         | 0.344       | 15,000  | 3/1/2021   | \$ 250,000    | \$93     | Converted house to Office located close to downtown   |
| 141-2-7      | N          | 21 S Bruffey St       | LM    | 1988       | Avg           | VG        | Warehouse Office                        | 4,000         | 0.37        | 16,117  | 2/8/2021   | \$ 419,467    | \$105    | Former Comcast Office, current location for City of Salem Community Development Department - purchased by City of Salem |
| 122-6-3      | N          | 26 W Main St          | DBD   | 1974       | Avg           | AA        | Restaurant/Office                       | 4,320         | 0.178       | 7 752   | 2/23/2021  | \$ 365,000    | \$84     | Former Butcher Shop/Restaurant on first level and office area on second level   |
|              |            |                       |       |            | 79            | 701       | TOOLUGA GIIIGO                          |               |             |         |            |               |          |   |
| 165-4-5      | N          | 1383 Southside Dr     | LM    | 1985       | Avg           | Avg       | Warhouse/Office                         | 6,560         | 1.00        | 43,560  | 2/5/2021   | \$ 375,000    | \$57     | Warehouse and Office area located in Southside Industrial Park  |
| 108-3-7      | N          | 849 E Main St         | HBD   | 1971       | Avg           | Avg       | Laundry Mat/Dry Cleaner                 | 3,625         | 0.36        | 15,700  | 2/1/2021   | \$ 325,000    | \$90     | Laundry Mat located on E Main St  |
| 250-1-1.1    | N          | 1250 Intervale Dr     | НМ    | 1992       | Avg           | Avg       | Warehouse                               | 30,000        | 1.43        | 62,291  | 1/29/2021  | \$ 1,650,000  | \$55     | Warehouse located in Intervale Commercial Park  |
|              |            |                       |       |            |               | 7.1.9     |   |               |             | ,       |            |               |          |   |
| 160-7-3      | N          | 707 S Colorado St     | RB    | 1910       | Avg           | Avg       | Converted House with Salon in rear      | 1,996         | 0.215       | 9,375   | 1/15/2021  | \$ 127,500    | \$64     | Converted House with Salon in rear  |
| 158-1-1      | N          | 777 Roanoke Blvd      | RMF   | 1972       | Avg           | Avg       | Apartment                               | 72            | 3.81        | 165964  | 12/28/2020 | \$ 3,795,000  | \$52,708 | 72 Unit Apartment Complex (14-1 BR, 46-2 BR, 12-3BR)  |
| 120-1-5      | Y          | 407 E Burwell St      | RB    | 1870       | Avg           | AA        | Office                                  | 2,408         | 0.41        | 17,866  | 12/28/2020 | \$ 370,000    | \$154    | Converted House to Office with 2 adjoining vacant lots, very close to downtown  |
|              |            |                       |       |            |               |           |   |               |             |         |            |               |          |   |
| 120-1-4      | Y          | 413 E Burwell St      | RB    |            |               |           | Vacant Land                             |               |             |         |            |               |          |   |
| 120-1-3      | Y          | 100 Richfield Ave BLK | RB    |            |               |           | Vacant Land                             |               |             |         |            |               |          |   |
| 277-2-1      | N          | 1609 Lancing Dr       | RMF   | 1970       | Avg           | Good      | Apartment                               | 272           | 20.18       | 879,084 | 12/22/2020 | \$ 10,345,404 | \$38,035 | Large Apartment Sale-Part of a \$50M portifolio including 2 apartment complexes in Lynchburg                            |
|              |            |                       |       |            |               |           |   |               |             |         |            |               |          |   |
| 127-2-3      | N          | 1627 Longview Ave     | RSF   | 1967       | Avg           | Good      | Apartment                               | 4             | 0.492       | 21,450  | 12/21/2020 | \$ 290,000    | \$72,500 | 4 unit one story apartment  |
| 282-2-1-1934 | N          | 1934 Braeburn Dr      | HBD   | 1978       | Good          | Good      | Medical Office Condo                    | 1,443         | 0           | -       | 12/18/2020 | \$ 250,000    | \$173    | Medical Office Condo located near Lewis Gale Hospital   |
| 145-10-2     | N          | 401 S Market St       | HBD   | 1918       | Avg           | Poor      | Lodge                                   | 1,320         | 0.1         | 4,150   | 12/10/2020 | \$ 30,000     | \$23     | Former lodge, likely to be torn down for redevelopment  |
|              |            |                       |       | 4000       |               |           | <u> </u>                                | 0.400         |             |         | 40/40/000  |               | 4404     | T   |
| 149-1-1.1    | N          | 1201 Texas St         | RB    | 1989       | Avg           | Avg       | Office                                  | 2,400         | 0.522       | 22,738  | 12/10/2020 | \$ 250,000    | \$104    | Two identical side by side 1,200 SF residential style office buildings located near the civic center                    |
| 185-10-12    | N          | 319 8th St            | HBD   | 1978       | Avg           | AA        | Restaurant/Salon                        | 3,934         | 0.43        | 18,750  | 12/1/2020  | \$ 300,000    | \$76     | Restaurant of left side (Chip and Joes) and salon on right side   |
| 183-1-1      | N          | 751 Union St          | НМ    | 1981       | Avg           | Avg       | Warehouse                               | 53,435        | 8.51        | 370,696 | 11/2/2020  | \$ 2,300,000  | \$43     | 6 Warehouses buildings together on one parcel   |
| 440.4.4.4    | Δ.         | 040 W Maii- 01        | 1100  | 2042       |               |           | B-7-9                                   | 420.007       | 40.000      | F07 540 |            |               | 6040     | Big hay Patail (Lawas)  |
| 142-1-1.1    | N          | 840 W Main St         | HBD   | 2010       | Good          | VG        | Retail                                  | 138,887       | 13.029      | 567,543 | 10/30/2020 | \$ 29,230,769 | \$210    | Big box Retail (Lowes)  |
| 210-1-2      | N          | 2936 W Main St        | HBD   | 1925       | AA            | Good      | Offce                                   | 2,002         | 0.404       | 17,615  | 10/30/2020 | \$ 175,000    | \$87     | Converted house to office located on W Main St near Glenvar line  |
| 143-2-4      | Y          | 624 W 4th St          | LM    | 1960       | Avg           | ВА        | Automobile Service/Residential Dwelling | 9,076         | 0.816       | 35,549  | 10/30/2020 | \$ 310,000    | \$34     | 3 separate commercial buildings and 2 residential dwellings located on adjoining lots.                                  |
| 143-2-3      | V          | 622 W 4th St          | LM    |            |               |           | Automobile Service/Residential Dwelling |               |             |         |            |               |          |   |
| 143-2-3      | 1          | 022 W 401 St          | LIVI  |            |               |           | Automobile Service/Residential Dwelling |               |             |         |            |               |          |   |

|            |             |                           |       |            |               |           | SALEM COMMERC            | IAL AND INDU  | STRIAL SALI | ES THRU I | MARCH 2   | 021          |              |   |
|------------|-------------|---------------------------|-------|------------|---------------|-----------|--------------------------|---------------|-------------|-----------|-----------|--------------|--------------|---|
| Map No.    | Multi       | Address                   |       |            |               |           | BUILDINGS                |               | Land Size   |           | Sale      | Sale         | Sale/SF      | Remarks   |
| map ito:   | muni        | 71441555                  |       |            |               |           | 20.22.1100               | T             | 24114 5125  |           | Gais      | Guio         | <u> </u>     |   |
|            | Parcel Sale | e                         | Zoned | Year Built | Quality/Grade | Condition | Use                      | SqFt or Units | Acre        | Sq Foot   | Date      | Price        | or UNIT      |   |
| 143-2-2    | Y           | 620 W 4th St              | LM    |            |               |           | Automobile Service       |               |             |           |           |              |              |   |
| 143-2-1    | v           | 628 W 4th St              | LM    |            |               |           | Vacant Land              |               |             |           |           |              |              |   |
| 143-2-1    | T           | 020 W 4tii St             | LIVI  |            |               |           | vacant Land              |               |             |           |           |              |              |   |
| 129-2-2    | N           | 349 Wildwood Rd           | HBD   | 1979       | Avg           | Avg       | Restaurant               | 1,782         | 0.63        | 27,443    | 9/29/2020 | \$ 495,000   | \$278        | Sity down Restaurant located off I-81 at exit 137. Could be torn down and become land sale                                  |
| 179-2-4.2  | Y           | 1390 Southside Dr         | LM    | 1981       | Avg           | AA        | Office                   | 18,344        | 2.233       | 97,269    | 9/17/2020 | \$ 495,000   | \$27         | Converted Warehouse to office suites  |
| 179-2-4    | v           | 1300 BLK Southside Dr     | LM    |            |               |           | Vacant Land              |               |             |           |           |              |              |   |
| 179-2-4    | ı           | 1300 BER Southside Di     | LIVI  |            |               |           | vacant Lanu              |               |             |           |           |              |              |   |
| 179-2-4.3  | Y           | 1300 BLK Southside Dr     | LM    |            |               |           | Vacant Land              |               |             |           |           |              |              |   |
| 185-10-12  | N           | 319 8th St                | HBD   | 1978       | Avg           | AA        | Restaurant/Salon         | 3,934         | 0.43        | 18,750    | 9/4/2020  | \$ 300,000   | \$76         | Restaurant of left side (Chip and Joes) and salon on right side   |
| 400 2 40 4 | N           | 200 Wildmood Dd           | LIDD  | 4075       | A             | A         | Doctovant                | 4 600         | 0.00        | 40.000    | 0/20/2020 | £ 500,000    | £4.2C        | Former El Rodeo Restaurant located off Exit 137 of I-81. May be torn down in future for                                     |
| 129-3-12.1 | IN IN       | 260 Wildwood Rd           | HBD   | 1975       | Avg           | Avg       | Restaurant               | 4,600         | 0.98        | 42,689    | 8/20/2020 | \$ 580,000   | \$126        | redevelopment   |
| 210-2-1    | N           | 2920 W Main St            | HBD   | 1925       | Avg           | Avg       | Residential Construction | 1,417         | 0.621       | 27,047    | 8/19/2020 | \$ 85,500    | \$60         | Residential Construction with detached Garage/Shop located at far West End of Salem   |
| 189-3-1.2  | N           | 150 St John Rd            | нм    | 2007       | Avg           | Good      | Warehouse Condo          | 1,199         | 0.028       | 1,199     | 8/18/2020 | \$ 105,000   | \$88         | warehouse condo located in St. John's Place off Electric Rd   |
| 462.2.2    | Υ           | 440 W 44b C4              | 1184  | 1940       | Ava           | DA        | Automotive Comice        | 4,384         | 0.500       | 2.500     | 0/7/2020  | ¢ 447.070    | <b>¢</b> 07  | Form Equiptement Service Densir, nurshaced by long term tenent  |
| 162-3-2    | ľ           | 418 W 4th St              | НМ    | 1940       | Avg           | ВА        | Automotive Service       | 4,304         | 0.593       | 3,368     | 8/7/2020  | \$ 117,273   | \$27         | Farm Equiptment Service Repair, purchased by long term tenant   |
| 162-3-7    | Y           | 430 W 4th St              | НМ    | 1992       | Avg           | ВА        | Shop                     |               |             |           |           |              |              |   |
| 138-1-10   | N           | 1941 W Main St            | HBD   | 1991       | Avg           | Avg       | Restaurant               | 7,031         | 1.611       | 70,175    | 7/15/2020 | \$ 1,240,500 | \$176        | Former Dynasty Restaurant   |
| 168-1-3    | v           | 2245 W Main St            | HBD   | 1958       | Ava           | Fair      | Retail                   | 1,800         | 1.233       | F2 725    | 7/14/2020 | \$ 290,000   | \$161        | Older Retail building and vacant corner lot   |
| 100-1-3    | ľ           | 2245 W Main St            | пви   | 1956       | Avg           | raii      | Retail                   | 1,000         | 1.233       | 53,725    | 7/14/2020 | \$ 290,000   | \$101        | Older Retail building and vacant corner lot   |
| 168-1-1    | Y           | 2259 W Main St            | HBD   |            |               |           | Vacant Land              |               |             |           |           |              |              |   |
| 176-3-4    | N           | 2160 Salem Industrial Dr  | нм    | 1974       | Avg           | Avg       | Warehouse/Office         | 5,406         | 1.00        | 43,560    | 7/13/2020 | \$ 310,000   | \$57         | Warehouse (30%) office (70%) located in Salem Industrial Park   |
| 470 0 4    | N           | 24C7 Colors Industrial De | 1184  | 4075       | Ave           | A         | Links Manufacturing      | 20.446        | 2.00        | 07.400    | 7/40/2020 | ¢ 000,000    | <b>#20</b>   | Two wayshaves making up 20 446 SE tagether legated at the beginning of Salam Industrial Bark                                |
| 176-2-1    | N           | 2167 Salem Industrial Dr  | НМ    | 1975       | Avg           | Avg       | Light Manufacturing      | 20,416        | 2.00        | 87,120    | 7/10/2020 | \$ 800,000   | \$39         | Two warehouses making up 20,416 SF together, located at the beginning of Salem Industrial Park                              |
| 124-4-3    | N           | 903 W Main St             | HBD   | 1976       | Avg           | AA        | Fast Food Restaurant     | 2,687         | 0.471       | 20,530    | 6/30/2020 | \$ 650,000   | \$242        | Former Zaxby's restaurant   |
| 122-6-6    | N           | 23 W Calhoun St           | DBD   | 1992       | Avg           | Good      | Office                   | 3,200         | 0.205       | 8,949     | 6/17/2020 | \$ 265,000   | \$83         | Office building located one block behind main street. Since sale half of building renovated and converted to Medical Office |
|            |             |                           |       |            |               |           |                          |               |             |           |           |              | <b>A</b> 45- | Oi Otaith   |
| 161-5-5    | N           | 41 W 4th St               | HBD   | 1960       | Avg           | Avg       | Convenience Store        | 2,540         | 0.535       | 23,288    | 6/1/2020  | \$ 1,250,000 | \$492        | Convenience Store with gas  |
| 281-1-2.1  | N           | 2103 Apperson Dr          | HBD   | 2000       | Avg           | Avg       | Fast Food Restaurant     | 3,077         | 0.948       | 41,295    | 5/13/2020 | \$ 500,000   | \$162        | Wendy's restaurant located on Apperson Dr near Roanoke City line  |
| 139-4-4    | N           | 1706 W Main St            | HBD   | 2020       | Good          | VG        | Car Wash                 | 4,095         | 0.716       | 31,200    | 3/18/2020 | \$ 3,488,929 | \$852        | New Automatic Car Wash  |
|            |             |                           |       |            |               |           |                          |               |             |           |           |              | -            |   |
| 129-3-12   | N           | 300 Wildwood Rd           | HBD   | 1988       | Avg           | Avg       | Hotel                    | 56            | 1.24        | 54,014    | 3/13/2020 | \$ 1,450,000 | \$25,893     | Super 8 Hotel with 56 rooms (22,185 SF) located off Exit 137 of I-81  |
| 143-5-11   | Y           | 312 Elm St                | HBD   | 2013       | Avg           | Good      | Automobile Service       | 18,780        | 2.83        | 123,327   | 3/2/2020  | \$ 1,500,000 | \$80         | Auto Detailing and Paint Shop   |
| 143-5-12   | Y           | 425 W 4th St              | HBD   | 1960       | Avg           | Good      |                          |               |             |           |           |              |              |   |

|            |            |                          |        |            |                 |                | SALEM COMMERCI                   | AL AND INDU    | STRIAL SALE    | S THRU  | MARCH 2    | 021          |          |   |
|------------|------------|--------------------------|--------|------------|-----------------|----------------|----------------------------------|----------------|----------------|---------|------------|--------------|----------|---|
| Map No.    | Multi      | Address                  |        |            |                 |                | BUILDINGS                        |                | Land Size      |         | Sale       | Sale         | Sale/SF  | Remarks   |
|            | David Cal  | 1-                       | 7      | Voor Duilt | Overlity/Overed | O and division | W                                | Carta an Unita | <b>A</b> = = = | 0       | Data       | Deles        |          |   |
|            | Parcel Sal | le                       | Zoned  | rear Built | Quality/Grad    | e Condition    | Use                              | SqFt or Units  | Acre           | Sq Foot | Date       | Price        | or UNIT  |   |
| 246-2-1    | N          | 417 Apperson Dr          | HBD    | 1973       | Avg             | AA             | Office                           | 4,200          | 0.352          | 15,338  | 2/28/2020  | \$ 326,000   | \$78     | Multi-tenant Office building located on Apperson Dr   |
| 129-3-12.2 | N          | 320 Wildwood Rd          | HBD    | 1989       | Avg             | AA             | Office                           | 8,490          | 0.646          | 28,140  | 12/23/2019 | \$ 500,000   | \$59     | Contemporary office area with multiple levels   |
| 165-4-3    | N          | 1399 Southside Dr        | LM     | 1993       | Avg             | Avg            | Flex warehouse                   | 2,400          | 0.239          | 10,411  | 12/20/2019 | \$ 145,000   | \$60     | flex warehouse located in Industrial Park.  |
|            |            |                          |        |            |                 |                |                                  |                |                |         |            |              |          | Farman Zaulada madamant   |
| 124-4-3    | N          | 903 W Main St            | HBD    | 1976       | Avg             | AA             | Fast Food Restaurant             | 2,687          | 0.471          | 20,530  | 12/20/2019 | \$ 625,000   | \$233    | Former Zaxby's restaurant   |
| 189-3-3.1  | Y          | 118 St John Rd           | НМ     | 2009       | Avg             | Avg            | Industrial Condo                 | 3,276          | 0.101          | 4,385   | 11/4/2019  | \$ 285,000   | \$87     | 2 side by side industrial condos in St John's Place   |
| 189-3-3.2  | Y          | 114 St John Rd           | нм     | 2009       | Avg             | Avg            | Industrial Condo                 |                |                |         |            |              |          |   |
| 279-1-2.2  | N          | 2021 Apperson Dr         | HBD    | 2004       | Avg             | Avg            | Medical Clinic                   | 13,075         | 1.131          | 49,266  | 10/25/2019 | \$ 2,698,986 | \$206    | Medical Clinic  |
|            |            |                          |        | 0000       |                 |                | Fig. W. o. I.                    | 5.040          |                |         |            |              |          | Flavorent average in Community Business Bade  |
| 165-1-1.7  | N          | 1405 Mill Race Dr        | BCD    | 2000       | Avg             | Avg            | Flex Warehouse                   | 5,040          | 0.515          | 22,433  | 10/10/2019 | \$ 360,000   | \$71     | Flex warehouse space in Commonwealth Business Park  Total of 12 Units. Two converted houses to apartments are 3,164 (5 units) sf and 3,485 sf (5 units) |
| 79-2-18    | Y          | 1926 E Main St           | RMF    | 1909       | Avg             | Avg            | Converted House to Apartment     | 12             | 1.44           | 62,832  | 9/12/2019  | \$ 480,000   | \$40,000 | and two detached units are 840sf and 252 sf.  |
| 79-2-19    | Y          | 2006 E Main St           | HBD    | 1930       | Avg             | Avg            | Converted House to Apartment     |                |                |         |            |              |          |   |
| 214-3-33   | N          | 2213 Bailey Ave          | RMF    | 1973       | Avg             | Avg            | Apartment                        | 4              | 0.42           | 18,295  | 9/10/2019  | \$ 320,000   | \$80,000 | 4 unit townhome style apartment   |
| 143-2-5    | N          | 612 W 4th St             | LM     | 1952       | Ava             | Ava            | Automobile Service               | 1,496          | 0.412          | 17.0F2  | 8/30/2019  | \$ 132,000   | \$88     | Automobile Service detail shop  |
| 143-2-3    | IN .       | 012 W 4th St             | LIVI   |            | Avg             | Avg            | Automobile Service               |                | 0.412          | 17,952  | 6/30/2019  | \$ 132,000   | \$00     |   |
| 179-2-2    | N          | 1510 Southside Dr        | LM     | 1979       | Avg             | Avg            | Warehouse/Showroom               | 11,760         | 1.09           | 47,480  | 8/15/2019  | \$ 615,000   | \$52     | Warehouse/Showroom (2 bldgs) located at entrance to Southside Industrial Park   |
| 121-12-9   | N          | 231 Roanoke Blvd         | TBD    | 1960       | Avg             | Good           | Office                           | 1,831          | 0.076          | 3,318   | 8/9/2019   | \$ 210,000   | \$115    | Irregular shaped office building near downtown  |
| 126-4-2    | Υ          | 1355 W Main St           | HBD    | 1989       | Avg             | Avg            | Retail                           | 97,379         | 8.925          | 388,773 | 8/9/2019   | \$ 3,656,000 | \$38     | Former Kmart Shopping Center which includes the land under Chick-Fil-A building   |
| 125-1-6    |            | 1325 W Main St           | HBD    | 1989       | Avg             | Avg            | Retail                           |                |                |         |            |              |          |   |
| 123-1-0    |            |                          |        |            | Avy             | Avg            | Retail                           |                |                |         |            |              |          |   |
| 83-1-19    | N          | 913 E Main St            | HBD    | 1920       | Avg             | Avg            | Converted House to Retail/Office | 2,848          | 0.277          | 12,060  | 7/25/2019  | \$ 133,000   | \$47     | Converted house to Retail/Office  |
| 176-1-1    | Y          | 2250 Salem Industrial Dr | НМ     | 1971       | Avg             | Avg            | Warehouse                        | 6,581          | 4.864          | 211,876 | 7/25/2019  | \$ 996,000   | \$151    | Warehouse/office area   |
| 168-2-9    | Y          | 2260 Salem Industrial Dr | НМ     | 1974       | Avg             | Avg            | Warehouse/Office                 |                |                |         |            |              |          |   |
| 168-2-8    | Y          | 2200 Salem Industrial Dr | НМ     |            |                 |                | Vacant Land                      |                |                |         |            |              |          |   |
|            | -          |                          |        |            |                 |                |                                  |                |                |         |            |              |          |   |
| 150-2-3    | N          | 475 Electric Rd          | НМ     | 1962       | Avg             | Avg            | Warehouse/Office/Open Storage    | 14,086         | 3.219          | 140,220 | 7/24/2019  | \$ 650,000   | \$46     | Warehouse (6,988 SF)/Office (1,890 SF)/Open Storage (4,032 SF)  |
| 246-2-2    | N          | 427 Apperson Dr          | HBD    | 1972       | Avg             | AA             | Office                           | 4,200          | 0.358          | 15,600  | 7/23/2019  | \$ 315,000   | \$75     | one story office building with two suites   |
| 189-3-3.3  | N          | 110 St. John Rd          | нм     | 2009       | Avg             | Good           | Warehouse Condo                  | 1,404          | 0.036          | 1,581   | 7/18/2019  | \$ 129,500   | \$92     | warehouse condo located in St. John's Place off Electric Rd   |
| 155-1-1    | N          | 515 Electric Rd          | HBD/HM | 1960       | Avg             | Avg            | Retail/Shop/Warehouse            | 14,125         | 2.54           | 110.642 | 7/18/2019  | \$ 535,000   | \$38     | Three separate building. Reatil in front zoned HBD and shop and warehouse in rear zoned HM  |
|            |            |                          |        |            |                 |                | ·                                |                |                |         |            |              |          |   |
| 149-1-2    | Υ          | 1226 Lynchburg Tpke      | RB     | 1908       | AA              | VG             | Bed and Breakfast                | 2,318          | 0.682          | 29,708  | 7/16/2019  | \$ 305,600   | \$132    | At time of sale was a Bed and Breakfast. Sold with adjacent vacant lot.   |

|           |             |                          |       |            |              |              | SALEM COMMERCI                  | AL AND INDU   | STRIAL SALE | ES THRU I | MARCH 2    | 021      |         |          |  |
|-----------|-------------|--------------------------|-------|------------|--------------|--------------|---------------------------------|---------------|-------------|-----------|------------|----------|---------|----------|--|
| Map No.   | Multi       | Address                  |       |            |              |              | BUILDINGS                       |               | Land Size   |           | Sale       | Sa       | le      | Sale/SF  | Remarks  |
| ·         |             |                          |       |            |              |              |                                 |               |             |           |            |          |         |          |  |
|           | Parcel Sale | e <u> </u>               | Zoned | Year Built | Quality/Grad | le Condition | Use                             | SqFt or Units | Acre        | Sq Foot   | Date       | Pri      | ce      | or UNIT  |  |
| 149-1-2.2 | Υ           | 1209 Texas St            | RB    |            |              |              | Vacant Land                     |               |             |           |            |          |         |          |  |
| 80-4-2    | N           | 121 Electric Rd          | HBD   | 1989       | Good         | VG           | Restaurant                      | 3,100         | 0.776       | 33,803    | 7/3/2019   | \$ 2.    | 179,000 | \$703    | Long-term lease to Starbucks   |
|           |             |                          |       |            |              |              |                                 |               |             |           |            |          | ·       |          |  |
| 168-1-4   | N           | 2243 W Main St           | HBD   | 1940       | Fair         | AA           | Converted house to Office       | 912           | 0.279       | 12,153    | 6/25/2019  | \$       | 100,000 | \$110    | Converted house to Office-located in the flood plain and floodway                          |
| 165-4-3.1 | N           | 1260 W Riverside Dr      | LM    | 1994       | Avg          | Avg          | Warehouse                       | 5,000         | 0.366       | 15,943    | 5/6/2019   | \$       | 245,000 | \$49     | Warehouse in Southside Industrial Park (80% warehouse, 20% office)                         |
| 144-5-9   | N           | 415 Union St             | RMF   | 1969       | Avg          | Avg          | Apartment                       | 12            | 0.536       | 23,360    | 4/19/2019  | \$       | 700,000 | \$58,333 | Union Arms 12 unit apartment with 8 2-BR and 4 3-BR, located near downtown                 |
| 168-2-5   | N           | 29 Hammitt Ln            | НМ    | 1983       | Avg          | Avg          | Flex Warehouse                  | 9,450         | 1.377       | 59.982    | 4/17/2019  | \$       | 575,000 | \$61     | flex warehouse with small office area  |
|           |             |                          |       |            |              |              |                                 |               |             |           |            |          | ·       |          |  |
| 138-1-3.1 | N           | 2039 W Main St           | HBD   | 1996       | Avg          | Avg          | Restaurant                      | 5,516         | 0.886       | 38,594    | 4/15/2019  | \$ 1,    | 475,000 | \$267    | Denny's restaurant located off exit 137 (Wildwood Rd).                                     |
| 246-1-1.2 | N           | 340 Apperson Dr          | LM    | 1998       | Avg          | Avg          | Flex Warehouse                  | 37,850        | 2.123       | 92,478    | 4/11/2019  | \$ 2,    | 250,000 | \$59     | Flex Warehouse with some retail/showroom   |
| 141-1-4   | N           | 1236 W Main St           | HBD   | 1910       | Avg          | Avg          | Converted House to Retail       | 4,264         | 0.348       | 15,159    | 3/14/2019  | \$       | 485,000 | \$114    | Converted house converted to Salon   |
| 121-6-5   | N           | 120 E Main St            | DBD   | 1920       | Avg          | Avg          | Downtown Office/Apartment Up    | 1,780         | 0.022       | 958       | 2/1/2019   | s        | 75,000  | \$42     | Downtown Office/Retail with Apartment Up   |
|           |             |                          |       |            |              |              |                                 |               |             |           |            |          |         |          | 40 pad mobile home park on main st near Lakeside Shopping Center, Two converted houses to  |
| 81-3-2    | Y           | 1362 E Main St           | НМ    | 1923       | Avg          | Avg          | Mobile Home Park                | 40            | 3.2         | 139,436   | 1/23/2019  | \$ 1,    | 043,100 | \$26,078 | Office on Apperson Dr  |
| 249-3-4   | Y           | 1532 Apperson Dr         | HBD   | 1950       | Avg          | AA           | Converted house to Office       | 2,102         | 0.587       | 25,560    |            |          |         |          |  |
| 249-3-5   | Y           | 1540 Apperson Dr         | HBD   | 1941       | Avg          | AA           | Converted house to Office       | 1,815         | 0.378       | 16,478    |            |          |         |          |  |
| 137-2-1   | N           | 2102 W Main St           | HBD   | 1995       | Avg          | Avg          | Medical Office                  | 6,060         | 2.682       | 116,828   | 1/17/2019  | •        | 725,000 | \$120    | Former Carilion Medical Office located near Wilwood Rd and W Main St intersection          |
| 137-2-1   | N           | 2102 W Maiii St          |       | 1993       | Avg          | Avg          | Medical Office                  |               |             | 110,020   | 1/17/2019  | <b>D</b> | 725,000 | \$120    |  |
| 257-2-1.1 | N           | 1764 Apperson Dr         | HBD   | 1988       | Avg          | Avg          | Shopping Center                 | 48,226        | 6.71        | 292,288   | 1/3/2019   | \$ 1,    | 155,000 | \$24     | Long-Term vacant shopping center, formerly anchored by Food Lion                           |
| 180-5-1   | Y           | 1351 Southside Dr        | LM    | 1987       | Avg          | AA           | Flex Warehouse                  | 78,210        | 5           | 217,756   | 11/13/2018 | \$ 2,    | 800,000 | \$36     | 2 Flex Warehouse buildings   |
| 180-4-1   | Y           | 1250 Southside Dr        | LM    | 2005       | Avg          | AA           | Flex Warehouse                  |               |             |           |            |          |         |          |  |
| 400.4.0   | N           | COC Decrease Divid       | 1.04  | 4007       | Avea         | A            | Chausa an Marahaua              | 5.000         | 0.404       | 24 500    | 44/5/2040  | •        | 200 000 | ¢.c.     | Showroom/warehouse, former flooring showroom store. Previously sold for same price on      |
| 162-1-2   | N           | 606 Roanoke Blvd         | LM    | 1987       | Avg          | Avg          | Showroom/Warehouse              | 5,000         | 0.494       | 21,500    | 11/5/2018  | \$       | 280,000 | \$56     | 06/26/2018   |
| 176-3-5   | N           | 2158 Salem Industrial Dr | НМ    | 1974       | Avg          | Avg          | Warehouse                       | 12,081        | 0.788       | 34,325    | 11/1/2018  | \$       | 365,000 | \$30     | Warehouse  |
| 183-3-10  | N           | 1507 Eddy St             | CBD   | 1910       | Fair         | Fair/Poor    | Retail/Apartment Up             | 2,272         | 0.137       | 5,954     | 10/31/2018 | \$       | 57,500  | \$25     | Former conveneince store with apartment up. Very dated and in deed of repairs throughout   |
| 184-4-9   | N           | 911 S Colorago St        | HBD   | 1965       | Avg          | Avg          | Office                          | 2,250         | 0.198       | 8,625     | 9/26/2018  | \$       | 145,000 | \$64     | Residentail Construction used as office  |
|           |             |                          |       |            |              |              |                                 |               |             |           |            |          |         |          |  |
| 198-3-10  | N           | 1115 Indiana St          | НМ    | 1976       | Avg          | BA           | Warehouse                       | 12,544        | 0.344       | 15,000    | 9/18/2018  | <b>D</b> | 260,000 | \$21     | Warehouse  |
| 106-6-2   | N           | 111 E Clay St            | TBD   | 1978       | Avg          | AA           | Office                          | 2,289         | 0.136       | 5,915     | 9/13/2018  | \$       | 295,000 | \$129    | Office, located near Roanoke College and one block off main street. Well maintained office |
| 248-6-5   | N           | 1608 Brookland Dr        | HBD   | 1960       | Avg          | Avg          | Showroom/Warehouse              | 9,334         | 0.723       | 31,500    | 9/7/2018   | \$       | 295,000 | \$32     | Showroom in front, warehouse in side/rear. Currently used as a kitchen showroom/warehouse  |
| 210-1-3   | N           | 115 Bayne Rd             | нм    | 1925       | Avg          | Avg          | Garage/Shop with Apartment Over | 5,120         | 0.24        | 10,483    | 9/5/2018   | \$       | 165,000 | \$32     | 3,528 sf garage, 1,400 sf apartment, located in far W Main St near Roanoke County line     |

|              |            |                          |       |            |              |             | SALEM COMMERCI                | AL AND INDU   | STRIAL SALI | ES THRU        | MARCH 2     | 021               |                |  |
|--------------|------------|--------------------------|-------|------------|--------------|-------------|-------------------------------|---------------|-------------|----------------|-------------|-------------------|----------------|--|
| Map No.      | Multi      | Address                  |       |            |              |             | BUILDINGS                     |               | Land Size   |                | Sale        | Sale              | Sale/SF        | Remarks  |
|              |            |                          | 1     |            |              |             |                               |               |             |                | _           |                   |                |  |
|              | Parcel Sal | le                       | Zoned | Year Built | Quality/Grad | e Condition | Use                           | SqFt or Units | Acre        | Sq Foot        | Date        | Price             | or UNIT        |  |
| 177-1-1.1    | N          | 2003 Salem Industrial Dr | нм    | 1980       | Avg          | AA          | Flex Warehouse                | 44,027        | 2.568       | 111,862        | 8/31/2018   | \$ 3,000,000      | \$68           | flex warehouse located in Industrial Park.   |
| 80-4-2       | N          | 121 Electric Rd          | HBD   | 1989       | VG           | VG          | Fast Food Restaurant          | 3,100         | 0.776       | 33,803         | 7/3/2019    | \$ 2,179,000      | \$703          | Starbucks Restaurant in converted Bank building at outparcel at Lakeside Shopping Center           |
| 4.4.0.0      | N          | 440 Oh ( D               | LIDD  | 4007       | A            | A           | Hatal                         | 67            | 4.070       | 04.544         | 7/4 0/004 0 | <b>*</b> 4405.000 | <b>604 507</b> | 2 stem Hetel Le Ovinte Flor Jeseted instaff LOA at suit AAA  |
| 4-1-2.2      | N          | 140 Sheraton Dr          | HBD   | 1997       | Avg          | Avg         | Hotel                         | 67            | 1.872       | 81,544         | 7/16/2018   | \$ 4,125,000      | \$61,567       | 3 story Hotel, La Quinta Flag, located just off I-81 at exit 141                                   |
| 162-1-2      | N          | 606 Roanoke Blvd         | LM    | 1987       | Avg          | Avg         | Showroom/Warehouse            | 5,000         | 0.494       | 21,500         | 6/26/2018   | \$ 280,000        | \$56           | Showroom/warehouse, former flooring showroom store. For lease                                      |
| 127-4-5      | N          | 32 Turner Rd             | HBD   | 1930       | Avg          | Avg         | Residential Construction      | 1,532         | 0.307       | 13,380         | 6/11/2018   | \$ 75,000         | \$49           | Residential Construction with detached Garage/Shop.  |
| 78-3-6       | N          | 2031 E Main St           | HBD   | 1950       | Avg          | Avg         | Office/Apartment              | 5,680         | 0.772       | 33 628         | 5/21/2018   | \$ 375,000        | \$66           | 2720 sf office & 1,472 Apartment, 1,488 sf service garage on far east main near Roanoke City line  |
|              |            |                          |       |            |              |             | ·                             |               |             |                |             |                   |                |  |
| 151-1-1      | N          | 1606 Lynchburg Tnpk      | BCD   | 1977       | Avg          | Avg         | Warehouse                     | 24,000        | 1.778       | 77,450         | 5/7/2018    | \$ 800,000        | \$33           | Warehouse  |
|              |            |                          |       |            |              |             |                               |               |             |                |             |                   |                |  |
| 145-5-4      | Υ          | 327 S College Ave        | TBD   | 1962       | Avg          | Avg         | Automobile Service            | 19,941        | 0.344       | 14,985         | 12/28/2018  | \$ 2,090,000      | \$105          | Auto Service near Downtown, two separate buildings across three lots (sold for \$1.55M 04/23/2018) |
| 445.5.0      | V          | 242.2.2.11               |       | 4050       |              |             | A 4 1 11 . O 1                |               | 0.40        | 40.700         |             |                   |                |  |
| 145-5-2      | Y          | 312 S College St         | HBD   | 1950       | Avg          | Avg         | Automobile Service            |               | 0.43        | 18,730         |             |                   |                |  |
| 145-5-1      | Υ          | 300 BLK S Colorado St    | TBD   |            |              |             | Vacant Land                   |               | 0.249       | 10,868         |             |                   |                |  |
| 159-2-5      | N          | 625 S College Ave        | CBD   | 1971       | Avg          | Avg         | Retail/Showroom               | 6,618         | 0.344       | 15,000         | 12/27/2018  | \$ 412,000        | \$62           | Retail/Showroom located off 4th St   |
| 139-5-4      | N          | 1806 W Main St           | HBD   | 1998       | Avg          | Avg         | Restaurant                    | 5,120         | 1.079       | 46 988         | 12/14/2018  | \$ 1,500,000      | \$293          | Applebee's Restaurant  |
| 100 0 4      |            |                          |       |            | Avg          | Avg         | Restaurant                    |               |             |                |             |                   | ΨΣ33           |  |
| 282-4-1      | N          | 2071 Apperson Dr         | HBD   | 1988       | Avg          | Avg         | Convenience Store with Gas    | 1,560         | 0.85        | 37,026         | 4/26/2018   | \$ 550,000        | \$353          | Convenient Store with gas located near Roanoke City line at Apperson Dr                            |
| 145-5-4      | Y          | 327 S College Ave        | TBD   | 1962       | Avg          | Avg         | Automobile Service            | 19,941        | 0.344       | 14,985         | 4/23/2018   | \$ 1,550,000      | \$78           | Auto Service near Downtown, two separate buildings across three lots                               |
| 145-5-2      | Y          | 312 S College St         | HBD   | 1950       | Avg          | Avg         | Automobile Service            |               | 0.43        | 18,730         |             |                   |                |  |
|              | v          |                          |       |            |              |             |                               |               |             |                |             |                   |                |  |
| 145-5-1      | Y          | 300 BLK S Colorado St    | TBD   |            |              |             | Vacant Land                   |               | 0.249       | 10,868         |             |                   |                | Building recently converted from separate suite to commercial condo. Sale price reflects a         |
| 282-2-1-1936 | N          | 1936 Braeburn Dr         | HBD   | 1978       | Avg          | Shell       | Commercial Condo - Shell Only | 1,364         | 0           | -              | 4/6/2018    | \$ 180,000        | \$132          | commercial condo shell only. Likely being upfit for medical use.                                   |
| 137-1-1.3    | N          | 101 Wildwood Rd          | HBD   | 1985       | Avg          | ВА          | Restaurant                    | 5,058         | 1.093       | 47,611         | 3/29/2018   | \$ 750,000        | \$148          | Former Shoney's Restaurant. Long term vacant prior to sale. Being renovated for new restaurant     |
| 83-3-8       |            | 1145 E Main St           | HBD   | 1984       | Avg          | Avg         | Automobile Service            | 5,120         | 2.03        | 88 <i>1</i> 31 | 2/16/2018   | \$ 850,000        | \$166          | Former used car dealership (Rod Shop) with office and garage/shop area                             |
| 03-3-0       | •          | 1143 E Maii ot           |       | 1304       | Avg          | Avg         | Automobile del vide           | 3,120         | 2.03        | 00,431         | 2/10/2010   | Ψ 030,000         | Ψίου           | Tornicr used our dealership (read onep) with onice and garage/ship area                            |
| 82-1-4       | Y          | 1200 BLK E Main St       | HBD   |            |              |             | Vacant Land                   |               |             |                |             |                   |                |  |
| 146-8-8      | N          | 501 E 4th St             | CBD   | 1990       | Avg          | Avg         | Retail/office                 | 2,208         | 0.0689      | 3,000          | 2/9/2018    | \$ 160,000        | \$72           | Residential construction historically used as retail, may utilize some as office after remodeling  |
| 161-7-3      | N          | 200 W 4th St             | НМ    | 1976       | Avg          | Avg         | Warehouse                     | 13,920        | 0.831       | 36,198         | 2/28/2018   | \$ 395,000        | \$28           | Warehouse located on 4th St. Purchased by tenant, at possibly below market value                   |
| 279-1-2.2    | N          | 2021 Apperson Dr         | HBD   | 2004       | Avg          | Avg         | Medical Clinic                | 13,075        | 1.131       | 49 266         | 2/6/2018    | \$ 3,203,685      | \$245          | Medical Clinic   |
|              |            |                          |       |            |              |             |                               |               |             |                |             |                   |                | Former auto parts store located adjacent to railroad tracks. Purchased by RVWA for transfer        |
| 198-6-6      | N          | 1201 Indiana St          | НМ    | 1973       | Avg          | Avg         | Retail Warehouse              | 5,500         | 0.252       | 10,962         | 1/9/2018    | \$ 330,000        | \$60           | station expansion and entrance relocation  |

|            |            |                      |       |            |              |             | SALEM COMMERCIA                        | AL AND INDU   | ISTRIAL SALE | S THRU MAR   | CH 20  | 021          |             |  |
|------------|------------|----------------------|-------|------------|--------------|-------------|--|---------------|--------------|--------------|--------|--------------|-------------|--|
| Map No.    | Multi      | Address              |       |            |              |             | BUILDINGS                              |               | Land Size    | S            | ale    | Sale         | Sale/SF     | Remarks  |
|            | Parcel Sal | lo.                  | Zonod | Voor Built | Quality/Grad | e Condition | Use                                    | SqFt or Units | Acre         | Sq Foot D    | ate    | Price        | or UNIT     |  |
| 230-6-1    | N          | 1701 Midland Rd      | HM    | 1988       | Avg          | Avg         | Flex Warehouse                         | 67,655        | 4.567        |              | /2018  |              | \$39        | Flex warehouse located in Intervale Commercial Park. 4-5 separate tenant space. 16% office, 84% warehouse              |
| 80-47-2    | N          | 121 Electric Rd      | HBD   | 1989       | Avg          | Avg         | Bank                                   | 3,101         | 0.776        | 33,803 12/2  |        |              |             | Former Bank likely converting to Restaurant with drive up window. Located in Lakeside shopping center                  |
| 175-1-7    | Y          | 2501 West Main St.   | HBD   | 1980       | Α            | A           | Flex/Whse                              | 15,028        | 2.597        | 113,125 12/2 | 8/2017 | \$ 657,000   | \$43.72     | Former 84 Lumber   |
| 169-3-25.1 | Υ          | 2300 West Main St    | HBD   |            |              |             |  |               | 0.572        | 24,916       |        |              |             | Lot Adjoining Former 84 Lumber   |
| 137-1-1.2  | N          | 29 Wildwood Rd       | HBD   | 1976       | A            | A           | Retail                                 | 4,200         | 0.432        | 18,818 11/2  | 2/2017 | \$ 386,000   | \$ 91.90    | Showroom in front, warehouse in rear. LOCATED JUST OFF I-81 @ EXIT 137   |
| 111-1-5.3  | N          | 400 Northern Dr      | HBD   | 2004       | Avg          | Avg         | Golf Driving Range                     | 3,000         | 2.448        | 106,641 11/1 | 3/2017 | \$ 225,000   | <b>\$75</b> | Golf Driving Range located in flood plain/flood way  |
| 149-1-1.1  | N          | 1201 Texas St        | RB    | 1989       | Avg          | Avg         | Office                                 | 2,400         | 0.522        | 22,738 10/2  | 6/2017 | \$ 325,000   | \$135       | Two identical side by side 1,200 SF residential style office buildings located near the civic center                   |
| 198-6-1    | N          | 1201 Florida St      | нм    | 1950       | Fair         | Fair        | Shop & Residential Dwelling            | 5,580         | 0.43         | 18,750 10/2  | 6/2017 | \$ 350,000   | \$63        | Quonset shop 4,200-SF, residential construction 1,380-SF, likely to be razed   |
| 5-1-5      | N          | 119 Sheraton Dr      | HBD   | 1976       | Avg          | Avg         | Office                                 | 5,410         | 1.26         | 54,755 10/2  | 5/2017 | \$ 410,000   | \$76        | Office building near exit 141  |
| 121-6-4    | Y          | 110 E Main St        | DBD   | 1922       | Avg          | Avg         | Downtown Office                        | 21,896        | 1.369        | 59,650 10/1  | 1/2017 | \$ 1,000,000 | \$46        | Downtown Office with Basement Office Space and 3 nearby paved parking lots   |
|            |            | 102 E Calhoun St     | DBD   |            |              |             | Parking Lot                            |               |              |              |        |              |             |  |
|            |            | 200 Blk E Calhoun St | DBD   |            |              |             | Parking Lot                            |               |              |              |        |              |             |  |
|            |            | 210 S Colorado St    | TBD   |            |              |             | Parking Lot                            |               |              |              |        |              |             |  |
| 144-2-3.1  | N          | 113 W 1st St         | RMF   | 2006       | Avg          | Avg         | 3 unit Apartment                       | 3             | 0.026        | 11,291 10/5  | 5/2017 | \$ 280,000   | \$93,333    | 3 unit Townhome Style Apartment, one unit with garage. 2-2 br units, 1-3 br unit                                       |
| 250-1-1.4  | N          | 1225 Intervale Rd    | нм    | 1991       | Avg          | Avg         | Flex Warehouse                         | 7,000         | 1.935        | 84,289 10/4  | /2017  | \$ 350,000   | \$50        | Flex warehouse, 20% office, 80% warehouse  |
| 160-2-1    | Y          | 528 Chapman St       | LM    | 1992       | Avg          | AA          | Office                                 | 47,032        | 1.972        | 85,900 9/26  | 6/2017 | \$ 2,200,000 | \$47        | Industrial Flex warehouse, Purchased by tenant, well maintained warehouse/office/lab space                             |
| 160-2-12   | Y          | 528 Chapman St       | LM    | 1991       | Avg          | AA          | Warehouse                              |               |              |              |        |              |             |  |
| 160-2-2    | Y          | 20 Gray Aly          | LM    | 2000       | Avg          | AA          | Office/Warehouse                       |               |              |              |        |              |             |  |
| 160-2-3    | Y          | 16 Gray Aly          | LM    | 1991       | Avg          | AA          | Warehouse                              |               |              |              |        |              |             |  |
| 160-1-3    | Y          | 518 Chapman          | RSF   |            |              |             | Gravel Parking Lot                     |               |              |              |        |              |             |  |
| 160-10-7   | Υ          | 620 Champman St      | LM    | 1961       | Avg          | Avg         | Warehouse                              |               |              |              |        |              |             |  |
| 137-1-1.4  | Y          | 151 Wildwood Rd      | HBD   | 1992       | Avg          | AA          | Hotel                                  | 50            | 1.6          | 69,652 9/28  | 3/2017 | \$ 2,740,000 | \$54,800    | Quality Inn off Exit 137, pool, 48 units and two suites, no listing found  |
| 129-2-5.1  | Y          | 130 Horner Ln        | HBD   |            |              |             |  |               |              |              |        |              |             |  |
| 106-14-1   | N          | 300 E Main St        | DBD   | 1930       | Avg          | A           | Office/Restaurant                      | 18,824        | 0.173        | 7,536 9/20   | )/2017 | \$ 554,000   | \$29        | Converted office in historical theature building in downtown   |
| 80-1-1     | N          | 1622 E Main St       | HBD   | 1989       | Avg          | Avg         | Former Convenience Store turned Office | 1,104         | 0.71         | 30,753 9/13  | 3/2017 | \$ 405,000   | \$367       | Former Convenience Store turned Office located at heavy traffic intersection across from Lakeside, difficult to access |

|           |             |                    |       |            |               |           | SALEM COMMERCI                | AL AND INDU   | STRIAL SALE | ES THRU I | MARCH 2021    |           |          |   |
|-----------|-------------|--------------------|-------|------------|---------------|-----------|-------------------------------|---------------|-------------|-----------|---------------|-----------|----------|---|
| Map No.   | Multi       | Address            |       |            |               |           | BUILDINGS                     |               | Land Size   |           | Sale          | Sale      | Sale/SF  | Remarks   |
|           | Parcel Sale |                    | Zanad | Voor Built | Quality/Grade | Condition | Use                           | SqFt or Units | Acre        | Sq Foot   | Date          | Price     | or UNIT  |   |
|           | Parcer Sale |                    | Zoned | Tear Built | Quality/Grade | Condition | Use                           | Sqrt or Onits | Acre        | Sq Foot   | Date          | Price     | OF UNIT  |   |
| 234-1-6   | N           | 1511 King St       | CBD   | 1960       | Avg           | Avg       | Separate Office & Warehouse   | 2,308         | 0.275       | 12,000    | 8/31/2017 \$  | 154,300   | \$67     | Separate Office & Warehouse buildings   |
| 186-5-5   | Y           | 931 Vermont Ln     | HBD   | 2002       | Avg           | AA        | Warehouse/Auto Service        | 13,248        | 1.507       | 65,645    | 8/28/2017 \$  | 800,000   | \$60     | Auto Service/Warehouse/Shop located in industrial area  |
| 186-5-2   | Υ           | 901 Vermont Ln     | HBD   | 1984       | Avg           | A         | Auto Service                  |               |             |           |               |           |          |   |
| 400 5 44  | Y           | and art. Or        | UDD   | 4055       | A             |           | 04:                           |               |             |           |               |           |          |   |
| 186-5-14  | Y           | 800 8th St         | HBD   | 1955       | Avg           | A         | Office                        |               |             |           |               |           |          |   |
| 186-5-3   | Y           | 900 Carolina Blk   | HBD   |            |               |           | Vacant Land                   |               |             |           |               |           |          |   |
| 78-3-6    | N           | 2031 E Main St     | HBD   | 1950       | Avg           | Α         | Office/ Service Garage        | 4,192         | 0.772       | 33,628    | 7/12/2017 \$  | 316,000   | \$75     | 4192 sf office & 1,488 sf service garage on far east main near Roanoke City line  |
| 174-1-6.1 | N           | 2809 W Main St     | HBD   | 1982       | Avg           | Avg       | Bank                          | 4,506         | 0.689       | 30.020    | 7/10/2017 \$  | 330,000   | \$73     | 3 years vacant prior to sale, half upper story, located on far west end of city, difficult to access, dated   |
|           |             |                    |       |            |               |           |                               |               |             |           |               | ·         |          |   |
| 124-10-1  | N           | 816 W Main St      | HBD   | 1986       | Avg           | ВА        | Restaurant                    | 2,108         | 0.602       | 26,223    | 7/6/2017 \$   | 800,000   | \$380    | Restaurant located at busy intersection at W Main St and 4th st in front of Lowes  Warehouse, office and quonset bldgs located in industrial area, renovated after sale with new                  |
| 185-7-2   | N           | 1006 Tennessee St  | LM    | 1973       | Avg           | Avg       | Warehouse/Office/Quonset      | 9,915         | 0.517       | 22,500    | 5/25/2017 \$  | 250,000   | \$25     | façade to office area, added insulation   |
| 106-8-5   | Y           | 21 E Main St       | DBD   | 1925       | Avg           | Avg       | Downtown Retail/Apartments    | 7,378         | 0.25        | 10,779    | 5/16/2017 \$  | 450,000   | \$61     | Formerly Tarpleys, Downtown Retail with dated apartments (3) above. Owners renovated for brew pub   |
| 106-8-4   | v           |                    |       |            |               |           |                               |               |             |           |               |           |          |   |
| 100-8-4   | '           |                    |       |            |               |           |                               |               |             |           |               |           |          | 1/3 retail, 2/3 warehouse on far West Main St. Property vacant at time of inspection, appears will  |
| 175-2-1   | N           | 2570 W Main St     | LM    | 1987       | Avg           | AA        | Retail/Warehouse              | 6,000         | 0.68        | 29,718    | 3/27/2017 \$  | 495,000   | \$83     | be owner occupied   |
| 121-6-6   | N           | 114 E. Main St     | DBD   | 1900       | Avg           | Avg       | Downtown Retail               | 4,699         | 0.3         | 12,926    | 3/24/2017 \$  | 350,000   | \$74     | downtown retail, owners fixing up to use as office space, possible apartments up.   |
| 160-6-6   | N           | 622 S Colorado St  | CBD   | 1940       | Avg           | Avg       | Converted house to Business   | 1,711         | 0.17        | 7,500     | 2/15/2017 \$  | 137,250   | \$80     | Former residential dwelling converted to an office for an exterior renovation company.  |
| 404.0.4   | N.          | 004 0 Oalawada 04  | TDD   | 4000       | A             | Bassa     | Lavordon mare (/Donala ana an | 24.000        | 0.05        | 00.000    | 0/0/0047      | 050 000   | 640      | Long-term vacant laundrymat/drycleaner. Buyers plan to fix up for residential/commercial  |
| 121-9-4   | N           | 231 S. Colorado St | TBD   | 1900       | Avg           | Poor      | Laundrymat/Drycleaner         | 24,690        | 0.65        | 28,300    | 2/9/2017 \$   | 250,000   | \$10     | redevelopment. Floodway influence including a creek that adjoins and then goes under building.  Goodwill store at Lakeside, flood/floodway influence, buyer was tenant and essentially bought out |
| 81-2-2    | N           | 1489 E Main St     | HBD   | 1975       | Avg           | Avg       | Retail/Warehouse              | 45,891        | 4.99        | 217,147   | 2/6/2017 \$   | 1,750,000 | \$38     | lease. Reatil store, outlet store and warehouse storage/sorting area for Goodwill Industries.   |
| 141-2-2   | N           | 1206 W Main St     | HBD   | 1970       | Avg           | Avg       | Auto Service Garage           | 4,200         | 0.53        | 23,119    | 1/27/2017 \$  | 174,000   | \$41     | auto service garage with pipestem frontage on W Main St. Since sale exterior painted and Geico Auto Repair Xpress   |
| 165-1-1.5 | N           | 1501 Mill Race Dr  | BCD   | 2001       | Avg           | Avg       | warehouse Office              | 5,040         | 0.46        | 19 820    | 12/29/2017 \$ | 385,000   | \$76     | Former Daycare appears to be converted to office space located in a commercial business park.   |
|           |             |                    |       |            |               |           |                               |               |             |           |               |           |          |   |
| 144-1-5   | Y           | 231 Chestnut St    | RMF   | 1948       | Avg           | Fair/Poor | Apartments                    | 40            | 1.88        | 81,893    | 12/28/2016 \$ | 1,070,000 | \$26,750 | 40 unit apartment in need of extensive remodeling. Under major renovation. Sold at \$36/sf  |
|           | Y           |                    |       |            |               |           |                               |               |             |           |               |           |          |   |
| 233-3-12  | Υ           | 411 Yorkshire St   | RMF   | 1969       | Avg           | Avg       | Apartments                    | 132           | 6.4         | 109,296   | 11/30/2016 \$ | 5,568,000 | \$42,182 | 132 units (11 building with 12 units per Bldg). 50 are gas heat (5 bldgs) and 72 are electric heat (7 buildings).   |
| 233-4-1   | Y           | 412 Yorkshire St   | RMF   | 1969       | Avg           | Avg       | Apartments                    |               |             |           |               |           |          |   |
| 185-2-4.1 | N           | 311 7th St         | HBD   | 1960       | Avg           | Avg       | Restaurant                    | 1,840         | 0.18        | 9 000     | 11/2/2016 \$  | 155,000   | \$84     | small turn key restaurant operation. Sale includes personal property items associated with restaurant operation   |
| 103-2-4.1 | IN          | ori rui ot         | עסט   | 1 300      | Avy           | Avy       | nesiaul diil                  | 1,040         | U.10        | 0,000     | 1 1/2/2010 P  | 135,000   |          | ·   |
|           |             |                    |       |            |               |           |                               |               |             |           |               |           | #DIV/0!  |   |
|           |             |                    |       |            |               |           |                               |               |             |           |               |           | #DIV/0!  |   |
|           |             |                    |       |            |               |           |                               |               |             |           |               |           | #DIV/0!  |   |

|           |             |                          |                      |            |               |             | SALEM COMMERCI             | IAL AND INDU  | STRIAL SALE | S THRU I | MARCH 2    | 021          |          |  |
|-----------|-------------|--------------------------|----------------------|------------|---------------|-------------|----------------------------|---------------|-------------|----------|------------|--------------|----------|--|
| Map No.   | Multi       | Address                  |                      |            |               |             | BUILDINGS                  |               | Land Size   |          | Sale       | Sale         | Sale/SF  | Remarks  |
| _         |             |                          | $\mathbb{T}_{-}$ . [ |            |               |             |                            |               | _           |          |            |              |          |  |
| Pa        | Parcel Sale | e                        | Zoned                | Year Built | Quality/Grade | e Condition | Use                        | SqFt or Units | Acre        | Sq Foot  | Date       | Price        | or UNIT  |  |
|           |             |                          |                      |            |               |             |                            |               |             |          |            |              | #DIV/0!  |  |
| 129-2-1   | N           | 351 Wildwood Rd          | HBD                  | 1964       | Avg           | Avg         | Convenience Store with Gas | 1,568         | 0.7         | 30,405   | 11/10/2016 | \$ 700,000   | \$446    | Gas station located near I-81, undetermined if inventory included in sale price  |
| 123-3-5   | N           | 506 W Main St            | RB                   | 1920       | Fair          | Avg         | Retail                     | 2,542         | 0.41        | 17,860   | 11/2/2016  | \$ 299,900   | \$118    | 2 separate retail buildings located on Main St near downtown   |
| 137-3-1   | N           | 2104 W Main St           | HBD                  | 1959       | Fair          | Fair        | Drycleaner                 | 3,263         | 0.69        |          | 9/23/2016  | \$ 235,000   | \$72     | most recemtly a Drycleaner, potential redevelopment  |
|           |             |                          |                      |            |               |             | •                          |               |             |          |            |              | ·        | Ridenhour building, located in downtoen, retail on first level, classrooms/apartments on upper   |
| 122-6-9   | N           | 2 W Main St              | DBD                  | 1923       | Avg           | Avg         | Retail/Apt                 | 17,588        | 0.45        | 19,600   | 9/16/2016  | \$ 625,000   | \$36     | level. 564 SF detached retail shop in rear   |
| 141-2-8   | N           | 1113 Tinsley St          | LM                   | 1989       | Avg           | Avg         | Warehouse/Office           | 3,600         | 0.257       | 11,195   | 8/12/2016  | \$ 280,000   | \$78     | 2/3 conditioned warehouse space, 1/3 office, located near Lowes (one block from W Main St)   |
| 158-5-2   | Υ           | 816 Roanoke Blvd         | TBD                  | 1971       | Avg           | Avg         | Office                     | 4,068         | 2.199       | 95,788   | 7/22/2016  | \$ 436,650   | \$107    | office building near salem civic center with additional adjoining lots, 8 total parcels  |
| 121-12-7  | N           | 231 S College Ave        | TBD                  | 1970       | Avg           | Avg         | Bank                       | 3,073         | 0.673       | 29,316   | 7/6/2016   | \$ 499,950   | \$163    | Vacant Bank near downtown, idle for about 5 years.   |
|           | M           |                          |                      |            |               |             |                            |               |             |          |            |              |          |  |
| 165-4-2.1 | N           | 1401 Southside Dr        | LM                   | 1986       | Avg           | Avg         | flex warehouse             | 4,000         | 0.532       | 23,174   | 5/19/2016  | \$ 300,000   | \$75     | flex warehouse, 50/50 office/warehouse   |
| 177-1-1.2 | N           | 2031 Salem Industrial Dr | НМ                   | 1976       | Avg           | Avg         | Industrial                 | 5,175         | 1.5         | 65,340   | 5/2/2016   | \$ 385,000   | \$74     | Industrial Warehouse purchased by adjoining property owner   |
| 140-1-11  | Υ           | 29 Mill Lane             | LM                   | 1991       | Avg           | Avg         | Manufacturing/Warehouse    | 87,797        | 5.881       | 256,176  | 5/2/2016   | \$ 2,649,820 | \$30     | Manufacturing facility located just off Main St with Rail access.  |
| 140-1-10  | Υ           | 27 Mill Lane             | LM                   | 1960       | Avg           | Avg         |                            |               |             |          |            |              |          |  |
| 145-6-1   | N           | 402 S Colorado St        | TBD                  | 1954       | Fair          | Avg         | Church                     | 7,380         | 0.775       | 33,759   | 4/29/2016  | \$ 242,000   | \$33     | Church located near downtown.  |
|           |             |                          |                      |            |               |             |                            |               |             |          |            |              |          |  |
| 121-12-1  | N           | 201 S College Ave        | TBD                  | 1950       | Avg           | Good        | Office                     | 4,800         | 0.293       | 12,763   | 4/15/2016  | \$ 575,000   | \$120    | Law Office renovated in 2005 and 2012, located in downtown, two blocks from main st  Former RSC equiptment rental. Mostly warehouse area with minimal office space located on          |
| 221-1-6   | N           | 1201 Electric Rd         | LM                   | 1976       | Avg           | Avg         | Warehouse/Retail           | 11,709        | 2.067       | 90,039   | 3/29/2016  | \$ 742,000   | \$63     | Electric Rd  |
| 210-2-3   | N           | 120 Bayne Rd             | нм                   | 1976       | Avg           | Avg         | Warehouse/Office           | 8,148         | 0.776       | 33,803   | 3/4/2016   | \$ 325,000   | \$40     | Typical Warehouse space with office addition. Owner occupied by Stanley Steamer  |
| 174-3-1   | N           | 2743 W Main St           | HBD                  | 1966       | Avg           | Avg         | Office                     | 1,655         | 1.589       | 69,217   | 3/1/2016   | \$ 200,000   | \$121    | Former bank converted to general office/retail. Located at far end of W Main St.   |
| 248-5-1   | N           | 1601 Electric Rd         | HBD                  | 1985       | Fair          | VG          | Office                     | 1,224         | 0.84        | 36,765   | 1/29/2016  | \$ 362,000   | \$296    | Located at busy intersection of Apperson Dr and 419, most recently used as office, could be converted back to convenience store  |
|           |             |                          |                      |            |               |             |                            |               |             |          |            |              | •        | 6,426 sf Restaurant with additional 3,570 of Warehouse/Shop space. Restaurant occupied by  |
| 138-1-4   | N           | 2025 W Main St           | HBD                  | 1966       | Avg           | Avg         | Rest/Office                | 9,996         | 1.66        | 72,353   | 1/25/2016  | \$ 984,000   | \$98     | Mamma Maria's on W Main near Wildwood Rd 4,300 sf warehouse, 1,700 sf office building located in Southside Industrial Park. Additional 3,200 sf  |
| 165-4-8   | N           | 1357 Southside Dr        | LM                   | 1987       | Avg           | Avg         | Warehouse/Office           | 6,000         | 1.44        | 65,509   | 1/12/2016  | \$ 375,000   | \$63     | of open storage are in rear. Lot extends to W Riverside Dr in rear.  |
| 198-2-1   | N           | 1104 Delaware St         | нм                   | 1962       | Avg           | Avg         | Warehouse/Office           | 8,998         | 0.344       | 14,985   | 1/8/2016   | \$ 225,000   | \$25     | Warehouse space located in industrial area.  |
| 121-12-9  | N           | 231 Roanoke Blvd         | TBD                  | 1960       | Fair          | Avg         | Office                     | 1,831         | 0.08        | 3,318    | 12/31/2015 | \$ 208,000   | \$114    | Former Law office (2 story) on small triangular lot located near downtown. Currently For lease   |
| 249-2-1   | N           | 1645 Apperson Dr         | НМ                   | 1973       |               |             | Warehouse/Office           | 11,445        | 1.18        |          | 12/30/2015 |              | \$43     | 7,824 sf warehouse/storage area and 4,280 sf office. Located in between railroad tracks just off Apperson Dr.  |
|           |             |                          |                      |            | Avg           | Avg         |                            |               |             |          |            |              |          |  |
| 165-4-1   | N           | 1700 Mill Lane           | LM                   | 1976       | Avg           | Avg         | Convenience Store          | 2,820         | 0.7         | 30,623   | 12/22/2015 | \$ 200,000   | \$71     | Convenience Store located off main commercial corridor with nearby Sheetz competition  18 units, 1 br rent @ \$475, 2 br @ \$550, 2 br with den \$625/month - dom=7, sold quick-seller |
| 230-3-10  | N           | 1139 Easton Rd           | RMF                  | 1965       | Avg           | Avg         | Apartment                  | 18            | 1.04        | 45,302   | 12/2/2015  | \$ 825,000   | \$45,833 | possibly in durress, lien holder threatening foreclosure auction   |
| 202-2-3   | N           | 1811 Mulberry St         | RSF                  | 1945       | Fair          | Avg         | Shop/Dwelling              | 2,244         | 0.11        | 5,000    | 11/20/2015 | \$ 101,000   | \$45     | Shop with an attached duplex. 1,100 sf shop and 1,144 sf duplex  |
| 198-3-1   | Y           | 600 9th St               | НМ                   | 1973       | Fair          | Fair        | Garage/Shop                | 4,164         | 0.34        | 15,000   | 11/4/2015  | \$ 260,400   | \$63     | 9 PARCELS ALSO 198-3-3, 198-3-7, 198-3-6, 198-3-11, 198-3-8, 198-3-4, 198-3-9, 198-3-2 (all vacant land)   |

|            |           |                       |        |            |              |             | SALEM COMMERCI                 | AL AND INDU   | ISTRIAL SALE | S THRU  | MARCH 2    | 021              |            |  |
|------------|-----------|-----------------------|--------|------------|--------------|-------------|--------------------------------|---------------|--------------|---------|------------|------------------|------------|--|
| Map No.    | Multi     | Address               |        |            |              |             | BUILDINGS                      |               | Land Size    |         | Sale       | Sale             | Sale/SF    | Remarks  |
| ·          |           |                       |        |            |              |             |                                |               |              |         |            |                  |            |  |
|            | Parcel Sa | le                    | Zoned  | Year Built | Quality/Grad | e Condition | Use                            | SqFt or Units | Acre         | Sq Foot | Date       | Price            | or UNIT    |  |
| 127-3-12   | N         | 36 Dixie Dr           | HBD    | 1962       | Fair         | Poor        | Shop                           | 3,427         | 0.28         | 12,300  | 11/4/2015  | \$ 60,000        | \$18       | Long-term vacant cinderblock shop with converted house used as office, just off W Main St.   |
| 122-1-5    | N         | 201 W Main St         | RSF    | 1950       | Fair         | Avg         | Office                         | 4,270         | 0.29         | 12,555  | 10/19/2015 | \$ 100,000       | \$23       | Fair/Low quality office space that sold low due to being on the market along time, very limited parking and being located in the floodplain and floodway. Owner is rezoning property for a co-lab        |
| 122 1 0    |           |                       |        |            | - Tun        | Avg         | Office                         |               | 0.23         | 12,000  | 10/13/2013 |                  |            | Apperson. About 1/3 of the land is unusable due to hillside and in river. Since sales cosmetic   |
| 248-4-3    | N         | 1525 Electric Rd      | LM     | 1960       | Avg          | Avg         | Auto Service/Storage Warehouse | 12,740        | 1.43         | 62,117  | 10/14/2015 | \$ 650,000       | \$51       | repairs including paint throughout, new garage doors and stoen added to dacade   |
| 284-1-2.2  | Y         | 1923 Electric Rd      | HBD    | 1985       | Avg          | Good        | Shoping Center                 | 75,275        | 6.772        | 294,988 | 9/22/2015  | \$ 7,350,000     | \$98       | Shopping Center located across from Lewis Gale Hospital anchored by Kroger. 2 buildings  |
| 284-1-2.3  | v         | 1951 Electric Rd      |        |            |              |             |                                |               |              |         |            |                  |            |  |
|            |           |                       |        |            | _            |             |                                |               |              |         |            |                  |            |  |
| 185-11-12  | N         | 929 Delaware St       | HBD    | 2000       | Avg          | Avg         | Commercial Garage              | 1,440         | 0.09         | 3,750   | 9/11/2015  | \$ 100,000       | \$69       | Commercial Garage located on a small lot in a industrial area.  Small lot with Fair/Low quality, historically a restaurant/catering use (Bastians BBQ), located in                                       |
| 248-6-1    | N         | 1002 Apperson Dr      | HBD    | 1960       | Fair         | Avg         | Restaurant                     | 2,090         | 0.13         | 5,500   | 9/3/2015   | \$ 145,000       | \$69       | flood plain, in process of being renovated into office space   |
| 5-1-4      | N         | 117 Sheraton Dr       | TBD    | 1986       | Avg          | Avg         | Office                         | 2,074         | 1.49         | 64,904  | 8/19/2015  | \$ 380,000       | \$183      | Historically used as office, currently used as chiropractic office, was exempt now taxable, located near I-81 @ exit 141. Formally Virginia Lutheran Home Headquarters                                   |
|            |           |                       |        |            |              |             |                                |               |              | •       |            |                  | ·          | Auction Sale of Old Virginia Brick Company (likely to be subdivided and sold off in pieces), sf  |
| 175-2-3    | N         | 2500 W Main St        | НМ     | 1958       | Avg          | Fair        | Manufacturing                  | 140,000       | 16.162       | 704,017 | 7/23/2015  | \$ 1,625,000     | \$12       | estimated (26 buildings)-most in fair/poor condition  Used as an office to make earmolds, \$925 monthy rent-tenant pays utilities, condition avg for age.  |
| 186-5-1    | N         | 814 8th St            | HBD    | 1950       | Fair         | Fair        | Shop/Office                    | 1,904         | 0.277        | 12,066  | 7/23/2015  | \$ 109,000       | \$57       | Paid assessment  |
| 138-1-8.2  | N         | 1955 W Main St        | HBD    | 2004       | Avg          | AA          | Medical                        | 7,897         | 0.491        | 21,388  | 7/17/2015  | \$ 1,400,000     | \$177      | Medical, sold to Carilion, sit back from W Main adjoining Walmart, doctor's office, part of SF was an addition in 2006   |
| 400.4.0.0  |           | 4057.14.14.14.04      |        | 2005       | A            |             |                                | 0.500         | 0.000        | 40.440  | 7/47/0045  | <b>4</b> 500 000 | <b>***</b> | Medical, sold to Carilion, sit back from W Main adjoining Walmart, Sleep Study, mostly open  |
| 138-1-8.3  | N         | 1957 W Main St        | HBD    | 2005       | Avg          | AA          | Medical                        | 2,500         | 0.308        | 13,416  | 7/17/2015  | \$ 560,000       | \$224      | showroom, with very little medical upfit/office  |
| 138-1-10.1 | N         | 1935 W Main St        | HBD    | 2002       | Avg          | AA          | Medical                        | 9,945         | 0.698        | 30,405  | 7/17/2015  | \$ 1,800,000     | \$181      | Medical, sold to Carilion, converted to Velocity Care, sit back from W Main adjoining Walmart  |
| 77-4-10    | N         | 1715 E Main St        | HBD    | 1987       | Avg          | Good        | Convenience Store              | 1,908         | 1.36         | 59,242  | 7/9/2015   | \$ 879,128       | \$461      | Conveneice Store with Gas and Carwash, remodeled, close to Lakeside  |
| 474 2 40   | N         | 2713 W Main St        | HBD    | 1974       | Ava          |             | Convenience Store/Detail       | 10,000        | 1.253        | E4 E94  | 7/9/2015   | ¢ 4.022.407      | £402       | Strip Retail with 7-11/Liberty Gas at end unit, 6 retail units, rent @ \$9/SF for retail, \$15/SF for Convenience Store with Gas   |
| 174-3-10   | IN IN     | 2713 W Main St        | ПВО    | 1974       | Avg          | AA          | Convenience Store/Retail       | 10,000        | 1.253        | 54,581  | 7/9/2015   | \$ 1,033,487     | \$103      | Convenience Store with Gas   |
| 224-1-5    | N         | 2035 Roanoke Blvd     | TBD    | 1970       | Avg          | Good        | Convenience Store              | 2,580         | 0.83         | 36,155  | 7/9/2015   | \$ 845,533       | \$328      | 7-11/Liberty Gas, remodeled good condition, corner location across from VA   |
| 248-4-2    | N         | 1037 E Riverside Dr   | TBD    | 1940       | Fair         | Poor        | Converted House                | 812           | 0.717        | 31,233  | 5/15/2015  | \$ 35,000        | \$43       | Significant Flood Way influence, part of land in encumbered with the greenway and steep topography, river frontage.  |
| 125-6-1    | N         | 1121 W Main St        | HBD    | 1900       | Avg          | Avg         | Retail/Apartments              | 2,815         | 0.175        | 7,600   | 3/25/2015  | \$ 225,000       | \$80       | Resale from one year prior, sold for same price Retail down (formerly flower and hair salon), 2 apartments up. Corner lot on commercial corridor, available for lease                                    |
| 123-0-1    | 14        | 1121 W Maiii St       | ПВО    | 1300       | Avg          | Avy         | Retail/Apartificities          | 2,013         | 0.173        | 7,000   | 3/23/2013  | \$ 223,000       | <b>400</b> | apartments up. Corner for on commercial cornuor, available for lease   |
| 186-3-1    | N         | 900 Iowa St           | HBD    | 1988       | Avg          | Avg         | Flex Warehouse                 | 9,780         | 1.125        | 49,005  | 3/10/2015  | \$ 660,000       | \$67       | 25% office space, overall average condition, will be owner occupied by Salem Printing lease rates @ \$10-14/SF (around \$12/SF overall), sold to appraiser. Of the 6,822, 1076 SF is located             |
| 230-2-1    | N         | 1200 Electric Rd      | RB     | 1958       | Avg          | Avg         | Office                         | 6,822         | 0.415        | 19,783  | 2/3/2015   | \$ 465,000       | \$68       | in the basement. The sale Price per SF of above grade SF is \$80.  |
| 233-3-12   |           | 411 Yorkshire St      | RMF    | 1969       | Avg          | Avg         | Apartments                     | 132           | 6.4          | 278 023 | 2/26/2015  | \$ 4,600,000     | \$34.848   | 132 units (11 building with 12 units per Bldg). 50 are gas heat (5 bldgs) and 72 are electric heat (7 buildings). Sold with a 7.76% cap rate per CoStar. Avg asking rent is \$610 and avg size is 709 sf |
| 233-3-12   | <u>'</u>  | 411 TORSHITE ST       | IXIVII |            | Avg          | Avy         | Apartinents                    | 102           | 0.4          | 210,923 | 2/20/2013  | 4,000,000        | ψ34,040    | buildings). Sold with a 7.70% cap rate per Sostar. Avg asking rent is \$0.10 and avg size is 703 si  |
| 233-4-1    | Y         | 412 Yorkshire St      | RMF    | 1969       | Avg          | Avg         | Apartments                     |               |              |         |            |                  |            | dishes, cookware and real estate, recipes and brand names (unable to verify if sale price reflected  |
| 259-2-2    | N         | 1713 Riverview Dr     | TBD    | 1951       | Fair         | Good        | Restaurant                     | 3,405         | 0.48         | 20,952  | 10/1/2014  | \$ 424,999       | \$125      | the same). Pizza Den restaurant located near Lewis Gale Hospital, just off Electric Rd.  |
| 246-1-1.1  | N         | 235 S Yorkshire St    | LM     | 1994       | Avg          | Good        | Light Manufacturing            | 35,328        | 5.16         | 224 813 | 9/11/2014  | \$ 3,600,000     | \$102      | Lease is triple net. Building was already occupied by tenant and was renovated by tenant after sale to further support manufacturing and fabrication of medical components                               |
|            |           |                       |        |            |              |             | Eight munuluotumig             |               |              | ,       |            |                  | ·          |  |
| 139-5-4    | N         | 1806 W Main St        | HBD    | 1998       | Avg          | Avg         | Restaurant                     | 4,724         | 1.079        | 46,988  | 10/24/2014 | \$ 1,000,000     | \$212      | Investor purchase of Applebees Restaurant on W Main St, 396 sf cooler not included in SqFt Subsidized housing, at time of sale one entire bldg boarded and unrentable due to fire damage.                |
| 115-4-12   | N         | 1700 Salem Commons Ln | RMF    | 1998       | Avg          | Avg         | Apartments                     | 98            | 7.190        | 313,196 | 12/12/2014 | \$ 2,750,000     | \$28,061   | Per property manager is to be torn down, thus changing unit count to 86.   |
| 155-1-2    | N         | 565 Electric Rd       | нм     | 1960       | Fair         | Avg/Fair    | Light Manufacturing            | 121,297       | 9.772        | 425,668 | 12/5/2014  | \$ 2,750,000     | \$23       | Carter Machinery will owner occupy the building and move some manufacturing to this location as well as do substantial renovations   |
| 100-1-2    | 14        | JUJ LIGUTIU IVU       | 1 1171 | 1300       | ı alı        | Avgrian     | Light Manufacturing            | 121,231       | J.112        | 723,000 | 12/3/2014  | Ψ 2,130,000      | ΨZJ        | TOTI GO GO SUDSTAINUT FOTOTALIOTIS   |

|             |             |                     |        |            |              |             | SALEM COMMERCI           | AL AND INDU   | ISTRIAL SALI | ES THRU   | MARCH 2    | 021          |          |  |
|-------------|-------------|---------------------|--------|------------|--------------|-------------|--------------------------|---------------|--------------|-----------|------------|--------------|----------|--|
| Map No.     | Multi       | Address             |        |            |              |             | BUILDINGS                |               | Land Size    |           | Sale       | Sale         | Sale/SF  | Remarks  |
| map ivo:    | muiti       | Addisos             |        |            |              |             | BOLDINGS                 |               | Lana Oilo    |           | Calc       | Odio         | Cuic/Ci  | No man no  |
|             | Parcel Sale | e <u> </u>          | Zoned  | Year Built | Quality/Grad | e Condition | Use                      | SqFt or Units | Acre         | Sq Foot   | Date       | Price        | or UNIT  | 400K in the (was divertised a guintment 2 validate). Cala Dries actually \$200,000 adjusted \$20K for  |
| 185-2-3     | N           | 810 S College Ave   | TBD    | 1966       | Fair         | Avg/Fair    | Automotive Garage        | 6,818         | 0.690        | 30,000    | 8/25/2014  | \$ 200,000   | \$29     | 100K in pp (woodworking equiptment, 2 vehicles) - Sale Price actually \$280,000-adjusted \$80K for pp  |
| 198-2-12    | N           | 1109 Florida St     | нм     | 1973       | Fair         | Avg/Fair    | Garage/Shop              | 5,025         | 0.260        | 11 250    | 8/22/2014  | \$ 135,000   | \$27     | Garage/Shop, previously sold for \$165K  |
|             |             |                     |        |            |              |             |                          |               |              |           |            |              |          | Residential Construction with commercial use potential-could easily be law office, cpa, etc. Sold  |
| 145-6-10    | N           | 425 S College Ave   | TBD    | 1925       | Avg          | Avg         | General Business         | 1,906         | 0.260        | 11,250    | 7/21/2014  | \$ 150,000   | \$79     | from Church-purchased by adjoining property owner, used assessment to determine sale price   |
| 146-10-1    | N           | 300 E 2nd St        | RMF/RB | 1915       | Avg          | Avg         | General Business         | 2,273         | 0.180        | 7,995     | 7/21/2014  | \$ 232,000   | \$102    | Residential Construction with commercial use potential-could easily be law office, cpa, etc.   |
| 163-1-2     | Y           | 525 McClelland St   | НМ     | 1974       | Avg          | Avg/Fair    | Industrial/Manufacturing | 174,932       | 59.190       | 2.578.316 | 6/27/2014  | \$ 1,800,000 | \$10     | Former Timber Truss location. Good conditioned warehouse space with extensive doors and loading docks. Overall fair condition  |
|             |             |                     |        |            | 9            | <b>J</b>    | <u> </u>                 | ,             |              |           | 0.2112011  | * 1,000,000  | · · ·    |  |
| 163-1-3     | Y           | 500 McClellanc St   | НМ     |            |              |             | Vacant Land              |               | 1.600        | 69,696    |            |              |          | Also small air strip on over 63 acres - Bought by helocopter company   |
| 162-3-3     | Y           | 414 W 4th St        | нм     | 1940       | Fair         | Fair        | Small HVAC Shop          |               | 0.270        | 11,700    |            |              |          |  |
| 162-3-4     | Y           | 400 W 4th St BLK    | нм     |            |              |             | Vacant Land              |               | 0.180        | 7,841     |            |              |          |  |
| 162-3-6     | v           | 300 W 4th St BLK    | нм     |            |              |             | Vacant Land              |               | 0.770        | 33,541    |            |              |          |  |
| 102-3-0     | <u>'</u>    | 300 W 4III SI BLK   | ПІМ    |            |              |             | vacani Lanu              |               | 0.770        | 33,341    |            |              |          |  |
| 162-3-7.1   | Y           | 400 W 4th St BLK    | НМ     |            |              |             | Vacant Land              |               | 0.100        | 4,173     |            |              |          |  |
| 162-4-2     | Υ           | 500 W 4th St BLK    | нм     |            |              |             | Vacant Land              |               | 1.180        | 51,401    |            |              |          |  |
| 162-4-2.1   | Y           | 500 W 4th St BLK    | нм     |            |              |             | Vacant Land              |               | 0.400        | 17,424    |            |              |          |  |
|             | -           |                     |        |            |              |             |                          |               |              |           |            |              |          |  |
| 162-4-1     | Y           | 503 McClelland St   | НМ     |            |              |             | Vacant Land              |               | 0.86         | 37,462    |            |              |          | Former GE Warehouse/Office, sold with long term vacancy to nearby property owner, never  |
| 142-2-2     | N           | 215 Maple St        | LM     | 1950       | Avg          | Avg         | Light Industrial         | 47,466        | 3.400        | 148,147   | 6/26/2014  | \$ 800,000   | \$17     | exposed on market, Owner retrofitting space to expand. Will be 80% warehouse, 20% office   |
| 139-5-5     | N           | 1800 W Main St      | HBD    | 1998       | Avg          | Avg         | Fast Food Rest           | 4,203         | 0.920        | 40,075    | 6/3/2014   | \$ 1,541,344 | \$367    | Fast Food restaurant, Leased Fee Purchase, appears sold high due to investment purchase and future cash flow. Per CoStar \$23.69/NNN starting lease, sold with 6.25% cap |
|             |             |                     |        |            |              |             |                          |               |              |           |            |              |          | adjoining comm condo owner at what appears to be market value. Land Size is total common area  |
| 233-4-2-407 | N           | 407 Apperson Dr     | HBD    | 1971       | Avg          | Avg         | Commercial Office Condo  | 798           | 0.340        | 14,985    | 5/29/2014  | \$ 90,000    | \$113    | for four comm condos   |
| 183-6-1     | Υ           | 909 Front Ave       | LM     | 1950       | F            | F           | Garage/Shop              | 10,824        | 0.530        | 23,087    | 5/28/2014  | \$ 105,000   | \$10     | Garage/Shop in Fair condition  |
| 183-3-13.1  | Y           | 905 Front Ave       | RSF    |            |              |             | Vacant Land              |               |              |           |            |              |          |  |
| 120.2.4     | N           | 4725 W Main Ct      | UDD    | 2003       | Ava          | Ava         | David Store              | 14,520        | 4 540        | 67.092    | E/40/2044  | ¢ 4 500 000  | £240     | Walaraan's drug store Sala price reflects long term longs income streem  |
| 139-2-1     | N           | 1725 W Main St      | HBD    | 2003       | Avg          | Avg         | Drug Store               | 14,520        | 1.540        | 67,082    | 5/19/2014  | \$ 4,500,000 | \$310    | Walgreen's drug store, Sale price reflects long term lease income stream   |
| 4-1-1       | N           | 179 Sheraton Dr     | TBD    | 1973       | Avg          | F           | Hotel                    | 120           | 4.378        | 190,706   | 5/6/2014   | \$ 1,400,000 | \$11,667 | Quality Inn 120/rooms, fair condition, being completely rennovated into Baymont Inn and Suites   |
| 125-6-1     | N           | 1121 W Main St      | HBD    | 1900       | Avg          | Avg         | Retail/Apartments        | 2,815         | 0.175        | 7,600     | 4/30/2014  | \$ 225,000   | \$80     | Retail down (formerly flower and hair salon), 2 apartments up. Corner lot on commercial corridor   |
| 248-3-10    | N           | 2049 E Main St      | TBD    | 1979       | Avg          | F           | Convenience Store        | 2,000         | 0.461        | 20 100    | 4/11/2014  | \$ 50,000    | \$25.00  | Vacant Convenience store. For Sale for years. In floodway  |
|             |             |                     |        |            |              | •           |                          |               |              |           |            |              |          |  |
| 83-2-11     | N           | 201 Electric Rd     | HBD    | 1950       | Avg          | F           | Retail                   | 6,992         | 0.538        | 23,415    | 3/5/2014   | \$ 182,000   | \$26.03  | Former retail to be converted to church  |
| 78-3-8      | N           | 1013-1027 E Main St | HBD    | 1989       | Avg          | A           | Restaurant               | 7,980         | 1.264        | 55,060    | 2/6/2014   | \$ 2,300,000 | \$288.22 | IHOP Restaurant. Leased/Investment purchase.   |
| 111-1-6     | N           | 1015 Apperson Dr    | HBD    | 1965       | Avg          | A           | Retail/Apartments        | 6,686         | 0.492        | 21.214    | 2/3/2014   | \$ 250,000   | \$37.39  | Retail down, apartments up on E Main   |
|             |             |                     |        |            |              | _           | ·                        |               |              |           |            |              |          | Floodway and underground creek underparking lot/structure. Very Dated office space, since sale   |
| 122-4-3     | N           | 216-218 W Main St   | TBD    | 1962       | Avg          | F           | Office/Retail            | 4,692         | 0.430        | 18,371    | 12/18/2013 | \$ 170,000   | \$36.23  | completely remodeled into two tenant suites (one medical office and one salon)   |
| 247-1-9     | N           | 645 Apperson Dr     | RB     | 1947       | Avg          | Α           | Office                   | 1,740         | 0.468        | 20,400    | 11/18/2013 | \$ 215,000   | \$123.56 | Former tatoo studio, owners using for residential purposes   |

|            |            |                               |        |            |               |           | SALEM COMMERCI          | AL AND INDU   | STRIAL SALE | ES THRU I | MARCH 2    | 021          |             |   |
|------------|------------|-------------------------------|--------|------------|---------------|-----------|-------------------------|---------------|-------------|-----------|------------|--------------|-------------|---|
| Map No.    | Multi      | Address                       |        |            |               |           | BUILDINGS               |               | Land Size   |           | Sale       | Sale         | Sale/SF     | Remarks   |
|            |            |                               | ]      | V 5 11     |               |           |                         | 0.5           |             |           |            |              |             |   |
|            | Parcel Sal | e                             | Zoned  | Year Built | Quality/Grade | Condition | Use                     | SqFt or Units | Acre        | Sq Foot   | Date       | Price        | or UNIT     | Former furniture warehouse/retail store. To be used for retail. Unknown future use/condition of                   |
| 79-2-21    | N          | 2030 E Main St                | HBD    | 1977       | Avg           | Α         | Warehouse/Dwelling      | 11,310        | 0.77        | 33,541    | 10/24/2013 | \$ 399,000   | \$35.28     | dwelling  |
| 255-1-1.4  | Y          | 2045 Cook Dr                  | нм     | 2000       | Gd            | A         | Flex Warehouse          | 39,618        | 4.849       | 211,222   | 10/11/2013 | \$ 3,110,000 | \$78.50     | Former Fed-Ex Building, Flex Warehouse built in 2000, addition in 2004, appears leased fee sale                   |
| 255-1-1    | Υ          | 2000 Cook Dr                  | нм     |            |               |           | Vacant Land             |               | 4.542       | 197,850   |            |              |             |   |
| 149-1-2    | Y          | 1226 Lynchburg Turnpike       | TBD    | 1908       | Α             | Gd        | Bed & Breakfast         | 2,317         | 0.318       | 13,852    | 8/9/2013   | \$ 270,000   | \$116.53    | Brughs Inn -Bed & Breakfast-Remodeled in 2007, sold with vacant lot which has RB zoning and development potential |
| 149-1-2.2  | Υ          | 1209 Texas St                 | RB     |            |               |           | Vacant Land             |               | 0.364       | 15,856    |            |              |             |   |
| 166-1-1    | N          | 1950-1972 Salem Industrial Dr | II     | 1960       | Α             | A         | Warehouse/Manufacturing | 295,156       | 35.414      | 1,542,634 | 8/7/2013   | \$ 5,338,337 | \$18.09     | Salem Frame/p/o/Rowe Furniture, sold for \$14/SF in 2008  |
| 234-4-5    | N          | 1608 S Colorado St            | CI     |            | F             | A         | Hair Salon              | 850           | 0.291       | 12,693    | 7/1/2013   | \$ 74,000    | \$87.06     | Fair Quality Salon  |
| 284-1-2.1  | N          | 2929 Keagy Rd                 | RB     | 1975       | Α             | Α         | Bank                    | 3,063         | 1.140       | 49,658    | 6/11/2013  | \$ 982,160   | \$320.65    | Fully leased bank tenant with 10+ years remaining on the lease. Investment purchase                               |
| 184-1-2    | N          | 24 Broome St                  | нм     | 1950apx    | F             | F         | Garage/Shop             | 2,400         | 0.397       | 17,280    | 4/1/2013   | \$ 90,000    | \$37.50     | Shop Blg/Garage, was used as welding shop, located in flood plane   |
| 127-4-1.1  | N          | 120 Turner Rd                 | HBD    | 1997       | Α             | A         | Office/Showroom         | 8,000         | 1.044       | 45,477    | 3/19/2013  | \$ 495,000   | \$61.88     | 2,000 SF showroom/6,000 SF warehouse/flex space   |
| 146-10-1   | N          | 300 E 2nd St                  | RBF/RB | 1920s      | Δ             | Δ         | Law Office              | 2,260         | 0.184       | 7 995     | 2/26/2013  | \$ 210,000   | \$92.92     | 2 sty Four Square Residential Dwelling converted to Law Office  |
|            |            |                               |        |            | -             |           |                         |               |             | ,         |            |              |             | Bought to convert to Place of Worship. Renovating Interior Kitchen/Baths/etc, appears sold low,                   |
| 5-1-3      | N          | 115 Sheraton Dr               | BCD    | 1976       | Α             | A         | Showroom/Warehouse      | 17,000        | 1.536       | 66,908    | 1/2/2013   | \$ 425,000   | \$25.00     | were asking \$675,000   |
| 34-1-2     | Y          | 707 Kesler Mill Rd            | HBD    |            | Α             | Α         | Retail/Flex             | 2,852         | 0.263       | 11,456    | 12/14/2012 | \$ 250,000   | \$87.66     | 2 @ \$250,000 (sold with vacant residential land), Half Office, half Service Garage-Good Condition                |
| 34-1-3     | Υ          | 1400 North Mill Rd            | RSF    |            |               |           | Vacant Land             |               | 0.210       | 9,148     |            |              |             |   |
| 198-2-12   | N          | 1109 Florida St               | нм     | 1973       | Α             | A         | Garage/Shop             | 5,025         | 0.258       | 11,250    | 11/1/2012  | \$ 165,000   | \$32.84     | Garage/Shop   |
| 176-1-1    | Y          | 2250 Salem Industrial Dr      | нм     |            | Α             | A         | Industrial              | 3,300         | 1.154       | 50,268    | 12/28/2012 | \$ 810,000   | \$116.63    | Salem Ready Mix Concrete Producer   |
| 168-2-8    | Y          | 2200 Salem Industrial Dr      | нм     |            | Α             | A         | Scale House             | 364           | 2.710       | 118,048   |            |              |             |   |
| 168-2-9    | Υ          | 2260 Salem Industrial Dr      | НМ     | 1974       | Α             | Α         | Warehouse/Office        | 3,281         | 1.000       | 43,560    |            |              |             |   |
| 59-1-4     | N          | 101 Rutledge Dr               | RMF    | 1974       | Δ             | A         | Apartment               | 108           | 5.53        | 240 887   | 10/24/2012 | \$4,000,000  | \$37 037 04 | The Crest at Longwodd (108 Units), sold from VHDA   |
|            |            |                               |        |            | ^             | _         |                         |               |             |           |            |              |             |   |
| 279-1-2.1  | N          | 2031 Apperson Dr              | HBD    | 1997       | A             | A         | Former FF Rest, Office  | 1,412         | 1.093       |           | 10/22/2012 |              |             | Former Sonic Burger, will be converted to offices for Virginia Varsity  |
| 168-2-1.2  | N          | 2240 W Main St                | HBD    | 1979       | Α             | Α         | Small Office            | 336           | 0.443       | 19,297    | 10/9/2012  | \$180,000    | \$ 535.71   | Mostly land Sale with small office (336 SF)   |
| 137-1-1.2  | N          | 29 Wildwood Rd                | HBD    | 1976       | Α             | Α         | Animal hospital/Office  | 4,200         | 0.432       | 18,818    | 9/7/2012   | \$ 310,000   | \$ 73.81    | Was an animal hospital, since sale converted to offices   |
| 139-5-2    | Y          | 1830-1856 W Main St           | HBD    | 2001       | Α             | Α         | Retail                  | 39,940        | 3.815       | 166,181   | 7/31/2012  | \$4,000,000  | \$100.15    | CAR DEALERSHIP (CURRENTLY Goodwill/Supershoes-REMODELED 2011) NOTE: 1031  EXCHANGE                                |
| 139-5-3    | Υ          |                               | HBD    | 1981       | G             | VG        | Retail                  |               |             |           |            |              |             | Retail Space NOTE: 1031 EXCHANGE  |
| 175-1-7    | Y          | 2501 West Main St.            | HBD    | 1980       | Α             | A         | Flex/Whse               | 15,028        | 2.597       | 113,125   | 7/27/2012  | \$535,000    | \$35.60     | Former 84 Lumber (Converting to used car lot, razing accessory bldgs)   |
| 169-3-25.1 | Y          | 2300 West Main St             | HBD    |            |               |           |                         |               | 0.572       | 24,916    |            |              |             | Lot Adjoining Former 84 Lumber  |
| 140-1-5    | N          | 1502 W Main Street            | HBD    | 1990       | G             | G         | Service Garage/Shop     | 14,696        | 1.252       | 54,525    | 7/11/2012  | \$1,650,000  | \$112.28    | Merchants Tire/Collision Auto repair/free standing Subway Restaurant  |

|                     |            |                       |       |            |               |           | SALEM COMMERCI          | AL AND INDU   | STRIAL SALI | ES THRU MARC     | H 2021  |                     |                |  |
|---------------------|------------|-----------------------|-------|------------|---------------|-----------|-------------------------|---------------|-------------|------------------|---------|---------------------|----------------|--|
|                     |            |                       |       |            |               |           |                         |               |             |                  |         |                     |                |  |
| Map No.             | Multi      | Address               | -     |            |               |           | BUILDINGS               |               | Land Size   | Sale             | •       | Sale                | Sale/SF        | Remarks Property of the Control of t |
|                     | Parcel Sal | le                    | Zoned | Year Built | Quality/Grade | Condition | Use                     | SqFt or Units | Acre        | Sq Foot Dat      | e       | Price               | or UNIT        |  |
| 142-3-3             | N          | 736 W 4th Street      | LM    | 1950       | Δ             | G         | Retail/Office           | 6,283         | 0.587       | 25,570 6/8/20    | 112     | \$275,000           | \$43.77        | Tanning Salon, 2 Offices   |
| 142-3-3             | N          | 750 W 4til Street     | LIVI  | 1930       | ^             | 0         | Retail/Office           | 0,203         | 0.301       | 25,570 0/6/20    | ,12 ,   | <b>\$273,000</b>    | φ43.77         | The true buyer is Cardinal Valley Industrial Supply which purchased to expand there growing  |
| 229-3-3.1           | N          | 1125 Intervale Dr     | НМ    | 1991       | Α             | A         | Warehouse/Office        | 21,228        | 2.073       | 90,300 3/15/2    | 012     | \$775,000           | \$36.51        | business with need for more space  |
| 121-8-1             | N          | 107 Roanoke Blvd.     | TBD   | 1950APX    | Α             | G         | Retail/former garage    | 3,335         | 0.091       | 4,000 4/11/2     | 011 5   | \$230,000           | \$68.97        | Office and Sales(Salem Silkscreen)   |
| 177-1-2             | N          | 1993 Salem Ind. Drive | нм    | 1976       | Δ.            |           | Flex/Whse               | 17,402        | 2           | 87,120 1/13/2    | 044     | \$690,000           | \$39.65        | Flex Space Office Whse   |
| 177-1-2             | N          | 1993 Salem mu. Drive  | HIVI  | 1970       | Α             | A         | FIEWWIISE               | 17,402        |             | 87,120 1713/2    | VIII .  | <del>4090,000</del> | <b>\$39.03</b> | Tiex Space Office Wilse  |
| 161-2-5             | N          | 203 W 4th Street      | HBD   | 1985       | Α             | Α         | Garage/Shop             | 1,040         | 0.253       | 11,025 1/12/2    | 011 5   | \$184,000           | \$176.92       | Used Car Dealer/Garage   |
| 81-4-4              | N          | 141-179 Electric Road | нвр   | 1989       | G             | G         | Shopping Ctr            | 84,476        | 9.692       | 422,184 12/20/2  | 2010 \$ | \$8,750,000         | \$103.58       | Lakeside Plaza Shopping Ctr RESALE IN 1.5 YEARS  |
| 124-10-2            | N          | 830 W Main Street     | HBD   | 1989       | ۸             | A         | F.F. Restaurant         | 938           | 0.4362      | 19,000 12/15/    | 2011    | \$450,000           | \$479.74       | sold after Sonic Burger closed   |
| 124-10-2            | IN .       | 030 W Wall Street     | 1100  | 1909       |               |           | i .i . ixestaurant      | 930           | 0.4302      | 19,000 12/13/    | 2011    | <b>\$430,000</b>    | φ479.74        | Sold after Comic Burger closed   |
| 159-5-8             | N          | 625 Florida Street    | TBD   | 1972       | Α             | G         | Retail/Shop             | 6,240         | 0.258       | 11,250 12/8/2    | 010     | \$203,500           | \$32.61        | Printing Shop Some small office space  |
| 121-10-3            | N          | 110 E 1st Street      | RMF   | 1957       | G             | VG        | Office                  | 2,337         | 0.103       | 4,500 10/19/2    | 010     | \$219,000           | \$93.71        | Used as office space (renovated 1999)  |
| 210-1-2             | N          | 2936 West Main Street | HBD   | 1925       | ۸             | _         | Office/Converted house  | 3,694         | 0.4044      | 17,615 9/28/2    | 010     | \$325,000           | \$87.98        | House/Garage and Barn House Converted to Offices (RENOVATED SINCE SALE)  |
| 210-1-2             | IN .       | 2550 West Main Street | 1100  | 1925       |               |           | Office/Converted flouse | 3,034         | 0.4044      | 17,013 9/20/2    | ,       | <b>\$323,000</b>    | Ψ01.90         | Trouse/Garage and Barn House Converted to Offices (NENOVATED SINGE SALE)   |
| 186-10-8            | N          | 909 Iowa Street       | HBD   | 1998       | Α             | Α         | Flex/Whse               | 9,100         | 0.3444      | 15,000 7/30/2    | 010     | \$600,000           | \$65.93        | Flex Space Office Whse   |
| 186-10-7            | N          | 903 Iowa Street       | HBD   | 1940       | Α             | Α         | Office                  | 1,156         | 0.2583      | 11,250 7/30/2    | 010     | \$130,978           | \$113.30       | Converted House to Offices/ Detached Garages   |
| 249-1-7             | N          | 1601 Apperson Drive   | HBD   | 1952       | ۸             | G         | Garage/Shop             | 5,004         | 0.6425      | 27,987 6/30/2    | 010     | \$515,000           | \$102.02       | Auto-Service Garage Shop CB Blg (remodeled 2005)   |
| 243-1-7             | N          | Too TApperson Drive   | 1100  | 1332       |               |           | Carageronop             | 3,004         | 0.0423      | 21,301 0/30/2    | 310     | <b>4515,000</b>     | ψ10Z.3Z        | Auto del vide du age dilop de elig (remodeled 2003)  |
| 234-1-5             | N          | 1415 S Colorado St    | TBD   | 1950       | Α             | F         | Retail/Shop             | 2,508         | 0.2866      | 12,484 6/21/2    | 010     | \$125,000           | \$49.84        | Old House converted to Retail at time of sale (Since converted to vacant Office)   |
| 200-2-1             | N          | 844 Union Street      | нм    | 1954       | Α             | F         | Warehouse               | 25,208        | 1.392       | 60,636 5/21/2    | 010     | \$400,000           | \$15.87        | Vacant Warehouse/ Access is difficult. Near RR Tracks (since sold at auction and being renovated)  |
| 199-3-2             | N          | 1022 Tennessee St     | LM    | 1959       | Δ             | A         | Shop Blg                | 7,740         | 0.344       | 15,000 4/30/2    | 010     | \$220,000           | \$28.42        | Shop Blg/Garage  |
| 133-3-2             | N          | 1022 Termessee Ot     |       | 1333       | Α             |           | Shop big                | 7,740         | 0.544       | 13,000 4/30/2    | 310     | <b>\$220,000</b>    | Ψ20.42         | Chief Digretal age   |
| 145-5-3             | N          | 319 S College Ave     | TBD   | 1950APX    | Α             | Α         | Garage/Shop             | 1,296         | 0.4838      | 21,075 3/31/2    | 010     | \$175,000           | \$135.03       | Auto Sales/Repair Former Years was a Service Station   |
| 185-2-4.1           | N          | 311 7th Street        | TBD   | 1959       | Α             | Α         | Retail                  | 1,360         | 0.1837      | 8,000 3/16/2     | 010     | \$110,000           | \$80.88        | Small CB Retail Shop (remodeled 2010-Converted to restaurant after sale)   |
| 106-13-3            | N          | 208 East Main St      | DBD   | 1900       | G             | A         | Retail/Apts Up          | 3,364         | 0.0885      | 3,855 3/1/20     | 110     | \$200,000           | \$59.45        | Downtown Blg/Retail Down/Apts Up/Mostly Vac at Sale (REMODELED 2010 IN VG COND NOW)  |
|                     | , N        | 200 East Main Ot      |       |            |               |           | recuirapts op           |               |             |                  |         |                     |                |  |
| 106-13-7            | N          | 5 S College Avenue    | DBD   | 1900       | G             | G         | Office/Retail           | 5,253         | 0.121       | 5,280 2/19/2     | 010     | \$404,000           | \$76.91        | 5-6 Small Office Retail Spaces (REMODELED 2003)  |
| 249-3-2             | N          | 1524 Apperson Dr      | HBD   | 1950       | Α             | Α         | Office                  | 1,284         | 0.431       | 18,775 1/12/2    | 010     | \$256,000           | \$199.38       | Converted House to Offices   |
| 139-5-2             | <b>Y</b>   | 1830-1856 W Main St   | HBD   | 2001       | Δ             | A         | Car Dealer              | 38,300        | 7.998       | 348,393 9/18/2   | 009     | \$3,700,000         | \$96.61        | Auto Dealership/ Offices Next Door/ Vacant Lot Behind (Currently Goodwill/Super Shoes)   |
|                     | •          | 1000 1000 H mani ot   |       |            |               |           |                         | 00,000        | . 1000      | 0.0,000 0/10/2   | Ψ       | ,,                  | \$55.51        | The second secon |
| 139-5-3             | Y          |                       | HBD   | 1981       | G             | VG        | Offices                 |               |             |                  |         |                     |                |  |
| 139-5-7             | Υ          |                       | HBD   |            |               |           | Vac Lot                 |               |             |                  |         |                     |                |  |
| 015-1-1             | Y          | 901 Russell Drive     | ВС    | 1996       | G             | G         | Office/Whse             | 24,760        | 8.123       | 353,838 3/12/2   | 009 \$  | \$1,600,000         | \$64.62        | used by church for worship   |
| 013-1-9<br>013-1-10 | Y          |                       |       |            |               |           |                         |               |             |                  |         |                     |                |  |
| 013-1-10            | Y          |                       |       |            |               |           |                         |               |             |                  |         |                     |                |  |
| 013-1-12            | Y          |                       |       |            |               |           |                         |               |             |                  |         |                     |                |  |
| 81-2-3              | N          | 1535 East Main Street | HBD   | 1974       | Α             | Α         | MOTEL                   | 72            | 1.688       | 73,529 1/28/2    |         | \$2,800,000         |                | 72 unit motel/Days Inn/GIM approx 3.506/ 27,790 Sq Ft  |
| 166-1-1             | N          | 1950 Salem Ind Drive  | НМ    | 1960       | Α             | Α         | Mfg/Industrial          | 295,156       | 35.414      | 1,542,634 7/16/2 | 008 \$  | \$4,338,750         | \$14.70        | Salem Frame/p/o/Rowe Furniture   |